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NO. 5

LEATHER

and SHOES

JULY 29,

1950
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NORTHWESTERN LEATHER COMPANY

BOSTON 11, MASSACHUSETTS



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UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



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What's the immediate outlook on shoe and leather industry controls? Everyone's talking about the possibilities, the if and when, what kind and affecting whom. The only way to see through the current fog is to gather all the pieces now influencing control considerations and try to put them into a more complete pattern—then draw your own conclusions.

Keep your eye on the Defense Production Act of 1950—handed to Congress last week. Expected to become law in two-three weeks. Affects all "essential" materials via allocations, priorities, inventories, commodity trading, credit—and probably some prices. Authoritative opinions are that hides and skins will be among those "essentials."

National budget another influential "controls" force. Budget now at \$40 billions. Truman just asked for \$10 more billions—really only petty cash, a mere start. We'll need another \$5-10 billions before year's end for our own and foreign armament, for stockpiling, etc. So budget will jump to \$55-60 billions, with more next year. Defense has been taking only 5% of U. S. goods and services, will now take 10%, maybe more. For instance, only 2% of steel output has been going to defense; now it jumps to 15%. Remember, only \$1 in every \$7 of the \$50 billions for defense over past four years went for actual weapons; the rest for maintenance, overhead, etc. Compare present \$55-60 billions "peacetime" budget with \$9 billions prewar, \$4 billions in 1930.

High prices adding heavily to defense costs. Govt. is only halfway to its \$4 billions vital materials stockpile goal. Moreover, it now costs \$4 for every \$3 worth of material purchased last year. Recent BLS index figures show that spot prices of basic raw materials now stand 160% higher than 1939.

Inflation has been in the air for many months. Look at these price rises, June 1949 to June 1950 (pre-Korea): zinc up 61%; barley 48%; steel scrap 108%; wool 30%; rubber 101%; wheat 14%; print cloth 20%; copper 40%; flaxseed 14%; coffee 73%; cotton 12%; hides 12%; steers 22%. Preparation costs for WW3 will be 50-100% above those for WW2. For instance, hides were pegged at 15½¢ last war. Hide ceilings—if and when—may be around 25½¢ this time, or 66% higher.

Inflation is pressing income and cost of living—so another "incentive" for controls. Cost-of-living index now at 171, highest in nearly two years. Price spirals jump from basic commodities to consumer goods—where it hurts, where it influences Congress. Personal income running at \$213 billions annual rate. Compare this with \$177.7 billions for 1946, \$191 for 1947, \$209 for 1948

(previous all-time high), and \$206 for 1949. Current money in circulation is \$2 billions above 1948, \$3 above 1949. This means added consumer pressure for goods, more inflation, higher prices.

Labor unions adding their share to inflation, higher prices. Look for a rush for wage increases. Rubber workers, 250,000, have already asked for fourth round. Unions' "case," in light of prices, is good. But you can bank on a govt. freeze on wages after Nov. elections. Unions know this. Thus the rush to get in under the wire, to get raises now. Industry, with heavy production schedules, is over a barrel.

Industry producing at a postwar high and all-time record. This lack of slack adds to cost and price pressures. Employment in July-August will be at all-time high, leaving industry with very little labor reserve. Gross national product is now at \$270 billions, may reach \$285 by year's end. Compare this with \$211 billions for 1946, \$233 for 1947, \$259 for 1948, and \$255 for 1949. Moreover, with military defense taking more goods, less is left for civilian output. Abundant money in circulation sure to bid up civilian goods prices.

Everything converges on two alternatives—higher taxes and controls. Higher taxes, almost immediately, seem certain. Then annually higher and higher. Sen. Taft sees the U. S. a "semi-military state" for 10-15 years, urges a pay-as-you-go tax plan rather than accumulate national debt. This means a heavy tax load. NSRB Chairman Symington also urges higher taxes immediately. Truman and most of Congress agree that the time is now, not after elections.

What kind of taxes—and how much? Truman has just asked for a 45% corporation tax, as against present 38%. Individual income taxes he wants rolled back to 1945 levels. That's only the current request. Higher levels will probably come later. Also, excise taxes greater; excess profits tax seems certain; stiffer capital gains tax.

Controls for hides and skins, leather, shoes? Most seem to think that hides and skins—a basic commodity—will come somewhere under "vital and essential" materials, be subject to early controls. Where does that put leather and footwear? Let's assume controls are applied on hides and skins. What happens then? One answer to that is what happened in last war. Hides and skins price ceilings imposed Sept. 13, 1941; 3 months later, Dec. 24, price ceilings on leather; 4 months later, price ceilings on shoes. Within 7 months rawstock to finished products were under govt. controls.

EDITORIAL

The Law of Fear and Greed

Though all economists speak glibly of the inexorable law of supply and demand, none has ever been able to determine which has more influence on prices—supply or demand. In the current market turmoil affecting the shoe and leather industry a new economic “law” is being written into the books to create tumult out of what should be relative sanity.

As every tanner, shoe manufacturer and shoe distributor knows, there is certainly no reason for any shortage of leather; the supply of leather and shoes—in terms of *actual consumption*—is more than ample. We are not making appreciably more shoes now than we would without this international crisis.

Yet, while supply is ample and demand (or actual consumption) is moderate or normal, prices are completely out of line with all economic “logic.” Leather prices, due to raw-stock prices, are up 3-12 cents; rubber, used in soles and heels, is up 20-25 percent; fabrics (shoe uppers, lining, thread, laces, etc.) are up 10-20 percent; metal products (shank pieces, nails and tacks, metal box toes, etc.) are likewise up. Mind you, neither actual consumption nor demand is up appreciably, nor are supplies scarce or short. Yet prices continue to mount.

Thus the “inexorable law” of supply and demand suddenly goes out of kilter. And in comes a new, more dominant law—the law of fear and greed. Whereas the law of supply and demand is an economic force, the law of fear and greed is a psychological force. There is one difference. The law of supply and demand is a *natural* force that raises prices in a fair and wholesome manner. It tempers excesses, establishes reasonable levels which fluctuate within a sane range. Contrarily, the law of fear and greed discards reason and ethics, operates with blind gluttony. Because by its very nature it is an evil force, its end products can be nothing else but evil.

This is a vital aspect of psychology to understand under current conditions. For by recognizing this “law” of fear and greed that forces prices upward in defiance of the saner,

more natural law of supply and demand, we are better equipped to counteract this evil force.

The renowned psychiatrist, Carl Jung, once said, “It is much easier to fight for one’s ideals than to live up to them.”

If you read that line over and over again it suddenly dawns that it represents the *only* weapon which can defeat the law of fear and greed and allow a return of the law of supply and demand.

Everyone in this industry agrees that prices, in accord with supply and demand conditions, have no “right” to be spiralling as they are. All agree that current exorbitant price rises are illogical and wrong. Yet, who actually determines prices? The customer, of course. By the strength of his demand and his willingness to purchase, prices are fixed accordingly. Thus, under present circumstances the customer’s resistance to purchase under present prices will greatly influence the prices he will pay.

And here comes the enormous moral test. Recall Carl Jung’s words. It is easy for anyone now to raise a hue and cry against price rises, to complain and growl and howl. In this way it is easy to fight for one’s “ideals.” But the same individual who complains and howls in pain at these high, unnatural prices may turn around and become a willing customer at those same high prices. Thus he contradicts the fight he has put up. He has “compromised” with the evil.

See, now, how much more difficult it is to *live up* to one’s ideals. If we complain and howl against these unjustified price rises then the only moral recourse we have is to refuse to do business with them.

Impractical? Doesn’t one have to stay in business? Doesn’t one need to purchase the essentials to stay in business, despite an unwillingness to pay the price? Certainly. But therein lies the very situation that puts character and moral courage to the test. It is so easy to pay the high, unjustifiable prices and pass them along to the buyer, who in turn

passes them along to the next in line. It is so easy to excuse one’s self from responsibility by saying that one has no choice in the matter. But, boiled down, it is nothing but sheer compromise. It is evasion of the real test—the willingness to live up to one’s “ideals.”

See how it passes along the line. The packer and hide dealer disclaim responsibility, laying the blame on the commodity speculator; the tanner points the finger at the source of hide supply; the shoe manufacturer eyes the tanner suspiciously; the retailer protests against the shoe manufacturer; the consumer is angered with the retailer. The consumer howls loudly enough to be heard in Washington, while her husband demands higher wages to meet rising living costs. Round and round the cycle goes.

And so government controls are born—spawned by the law of fear and greed.

Psychological warfare became a major factor of influence in the last war. Well, it is this same kind of psychological warfare that is needed now, but in a civilian and economic sense. In this kind of fight, the moral force is more potent than all the guns. The courage to stand up against unjustifiably high prices in a period of crisis is a powerful test of moral calibre for every businessman today.

There is no “blame” to be placed on any particular group in our industry or any other. The responsibility lies solely with the individual. Someone says, “But if I take a firm stand of resistance, my competitor won’t. He gets the business and I’m out.”

That is the truth, harsh as it is. But it is also the very realistic test. It all depends on what one prizes most—the material or the moral values. One’s character—and industry’s character—is evaluated and judged by the choice. All we can do is keep before us the line: “It is much easier to fight for one’s ideals than to live up to them.”

There is an ironic conclusion to this. The moment that any individual is aggravated by high prices to the point of placing the blame elsewhere, let him take a look in the mirror. If he can face himself without wincing in conscience, he has passed the test. In the weeks ahead it will be a good test for all of us to practice.

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NEWS

Most Shoe Manufacturers See Footwear Price Rises Inevitable

L&S poll reveals many have already raised prices, while others plan boosts. Most producers reluctant to raise prices but believe it unavoidable in face of mounting costs.

U. S. shoe manufacturers are caught in a dilemma. Their costs are mounting, making shoe price boosts seemingly inevitable. Yet there is no particularly heavy demand for footwear, no extra consumption or sale of footwear at retail, to make price rises justifiable in terms of need and demand. But there is reluctant agreement among most producers that general shoe price increases are inescapable over the next two to four weeks.

Behind The Rises

About 40 percent of shoe manufacturers have already raised prices, the average being 15-25 cents a pair. Generally, the higher the price line the greater the increase. About 60 percent haven't yet raised prices, but most of these plan or expect to within the next one to six weeks. In short, by about Sept. 1 the large majority of producers—perhaps 85 percent—will have raised their prices.

More of the branded than non-branded lines have raised prices to date. Many of the non-branded lines, particularly in women's novelties, are finding their prices held down by powerful—and sometimes foolhardy—competitive forces. These producers are reluctant to raise prices for fear of seeing their accounts go to competitors who have not raised prices. Demand is not yet that extreme whereby producers can disregard competitors. Also, those manufacturers with good inventories of leather and shoe supplies have, as a group, tended not to raise prices yet, while those caught short on stocks have been forced to

move prices upward on a replacement basis. There have been no signs of "escalator" clauses being used in shoe sales. Conditions haven't reached a point where deliveries is a problem. In short, it's still very much a buyer's market.

Some manufacturers have stated intentions of moving into lower-priced lines rather than raise prices on established lines. Some producers, on the other hand, feel that retailers can absorb increases up to 15 cents, but will have to pass greater increases on to consumers.

Manufacturers report no "rush" or scare buying by retailers. Isolated cases here and there, but no for most. Retailers' shelves are well stocked, sufficient to meet consumer demand which at present is "normal" for the season. Most manufacturers

What are the nation's shoe manufacturers doing or planning to do about increasing their prices due to rises in shoe materials and supplies costs in recent weeks?

This week *Leather And Shoes* conducted a spot national checkup in key centers to learn what shoe manufacturers were doing about their price plans. Here is the report.

are requesting their accounts to buy only for normal requirements. Producers know that heavy purchases in anticipation of expanded consumer buying can backfire if consumers fail to buy. Also, retailers are dealing with the risky factor of buying heavily of this season's styles which they'll be stuck with next year if sales don't materialize. So caution has been the buying keynote throughout.

New England

Factories are busy—busier than they were at this time last year. Many have taken on new help. However, they are still far from capacity output, can absorb more of both civilian and military footwear (during the war, New England furnished about 40 percent of all military footwear.) Some of the price conditions noted this week in this area:

Stetson Shoe Corp., high-grade men's shoes: up 35 cents. No increase yet in women's shoes.

A. G. Walton, juvenile footwear: No price rise yet—but expect to later.

Curtis Shoe Co., men's shoes: prices up 15 cents on lower grades, 35 cents on better grades.

Royce Shoe Co., infants': No rise as yet, "but should and probably will."

Doyle Shoe Co., men's popular-priced: Prices up 20 cents a pair, maybe more later if necessary.

Stacy-Adams Co., men's high grade: Prices up 30-50 cents a pair.

George E. Keith Co.: Prices up 10 cents on some men's lines; no change yet on women's.

Lissack Shoe Co., women's \$7-\$10: No yet, but expect their prices up 10-15 cents.

French, Shriner & Urner Mfg. Co., highgrade men's: Prices up an average of 30 cents.

American Girl Shoe Co., misses' (Concluded on Page 8)

Shoe Foremen's Survey

Beginning in the Aug. 5 issue will appear the first of three articles—"What The Shoe Foremen Think Of Management"—dealing with a *Leather And Shoes* survey report of 2,500 shoe foremen—the largest, most comprehensive survey of its kind ever conducted in the industry.

This three-part report is one of the most significant published in the shoe industry in many years, and is certain to arouse much constructive comment about a long-neglected aspect of the industry.

Watch For It!

International Ups Prices 15c Due To Hide Prices

Increases averaging 15 cents a pair in wholesale prices of shoes, effective July 24, were announced by International Shoe Co.

Women's and juvenile shoes were increased approximately 10 cents a pair over prices in effect at the start of the fall selling season. The increase in men's and boys' dress and work shoes amounts to approximately 20 cents. International's four general lines—Roberts, Johnson & Rand; Peters; Friedman-Shelby, and Sundial—are affected.

Price changes, first for the company since October of last year, are due to increased costs of raw materials, Edgar E. Rand, president, said. Rand pointed out that hide and skin prices have been hiked approximately 30 percent since April, while cost of crude rubber is up about 75 percent.

"It is notable that a substantial part of the increases of raw material costs occurred prior to the attack on South Korea on June 25, which means that we were feeling pressure on our prices even without war," he stated.

According to the company president, the new shoe prices are not based on replacement costs of raw materials.

"In order to avoid contributing to speculative scare buying, we began two weeks ago curtailing our purchases of raw materials and leather. Although we intend to maintain normal inventory of raw materials and shoes, we are conducting our operations as best we can to help prevent an upward spiral in prices which would lead to imposition of the price controls we abhor," he added.

Shoe Chain Stores Warned Against Speculative Buying

In a special bulletin to its members, the National Assn. of Shoe Chain Stores, through its executive secretary, Edward Atkins, urged its members to veer from speculative buying and hold to a course of sound and cautious operations during the current market upheaval.

"The price levels which today obtain in rawstock and finished materials markets have very little, if any, basis in supply and demand actualities. Military footwear requirements can be met out of available materials and productive capacity without imposing more than a minimum effect on civilian shoe requirements.

"Shoe retailers know that there has

been no run on shoes by consumers. Retail activity in shoe chain stores is satisfactory and should show moderate increases for the month of July. With so much of shoe store inventories embodying style and color components, retailers know that the temporary short-term advantage which might be achieved by extended buying operations could turn into losses many times as great if the merchandise failed to meet customer acceptance.

"We are not unrealistic. It is per-

fectly evident that if present price levels of materials remain unchanged or go higher during the next thirty days, it will become an economic possibility for shoe prices to remain at present levels. What we are trying to convey is that a continued exercise of sound judgment and perspective by the mass distributors of footwear in this country can exert a stabilizing influence that will earn the gratitude of millions of consumers and, incidentally, delay the imposition of government price controls."

Calendar Of Government Controls On Hides Leathers And Shoes During World War II*

1941

February 10 Hides, Kip and Calfskins subject to export controls
March 10 Exports of Sole and Belting Leathers Require Licenses
June 16 Hide and Skin Price Controls—All hide prices fixed at 15c per lb.

(Light native cowhide price was 16 $\frac{3}{4}$ c on June 1, 1941)

Packer Kip Skins, No. 1—20c per lb.
Calfskin Packers—Heavy—27c per lb. and Lights—23 $\frac{1}{2}$ c
September 13 Hide-Skin Prices Differentials Established
Light and heavy native cowhides and steers—15 $\frac{1}{2}$ c
Butt Branded and Texas steers & Branded Cows—14 $\frac{1}{2}$ c
Colorado steers—14c
Packer Kips 19-25 lbs. 20c; over 25 lbs. 19c
Calfskins Packer Natives 9 $\frac{1}{2}$ -15 lbs. 27c; less than 9 $\frac{1}{2}$ lbs. 23 $\frac{1}{2}$ c

October 18 Priority Ratings Issued for Maintenance and Repair Materials in Shoe and Leather Industries

December 12 Imports of Foreign Cattle Hides, Kip and Calfskins Banned
Order Issued Restricting Use of Rubber—in cements and soles
December 24 OPA Orders Price Ceilings on Leathers—to prices in effect in period November 6-December 6, '41—effective Dec. 29th

1942

March 13 WPB Order Restricts Sale of 80% of Top Grade Sole Leather for Military Shoes

March 31 WPB orders ban use of crepe soles; rubber and latex cements; use of reclaimed rubber in soles and heels; reduce use of shoe tacks, etc.

April 9 OPA Leather Price Order Revised to permit OPA approval of individual company's price lists

April 25 WPB Controls Distribution of Leather and Shoe Machinery
WPB Controls 100% Stocks and Production of Military Grade Soles

April 28 OPA Fixes Price Ceilings on Shoes at Highest Levels Sold During March 1942—effective May 11

May 23 OPA Establishes Ceiling Prices on Sheepskins and Shearlings

June 4 OPA Controls Maximum Prices for Government Orders

July 2 Hide and Leather Imports Under Government Controls

WPB Orders Allocation of Hides and Skins to Tanners

July 20 OPA Amendment to GMPS Permits Certain Shoe Price Adjustments

July 24 OPA Revises Hide and Skin Price Schedule

September 10 WPB Footwear Conservation Order M-217 curtails use of materials, styles, colors of leathers and fabric in shoes.

October 3 Wage Controls Instituted—Effective by Executive Order 9250

October 28 War Manpower Controls and Draft Deferments announced

December 9 Salary Controls Ordered.

1943

February 7 Shoe Rationing Controls Announced—Order No. 17

*Compiled by the New England Shoe & Leather Assn.

and women's: Restoring its \$8.95 line, discontinued last year.

Regal Shoe Co.: Not yet, but probably will later.

A group of nearly 20 low-priced novelty shoe producers in the Lynn and Haverhill area as a whole had not yet raised prices. Most felt it would be impossible for them to hold out on the no-increase basis for more than 2-4 weeks. Most of these are makers of non-branded lines.

New York Area

The Guild of Better Shoe Manufacturers as a group are holding current prices on late fall lines, as most apparently have sufficient leather to supply needs for that period. They are urging their customers to buying for normal requirements only. Most manufacturers in this area expressed desire to avoid price increases at this time—even though some have substantial advance orders.

LaValle Footwear, women's cemented dress shoes: No price raises yet for 2-3 weeks. Market movement during that period will decide course.

I. Miller & Sons, women's high-grade footwear: Present rates accepted through Sept.-Oct., but no decision now about later.

Delman, Inc., women's Sbicca and welt dress: No price boosts for the present.

Gelburn Shoe Mfg. Co., women's medium cemented dress: No boosts yet, none planned.

Andrew Geller, women's high-grade: No price boosts planned up until Oct.

Newton Elkin Shoe Co., women's highgrade cemented: No increases planned through till Oct.

Ga-By Shoe Co., women's and men's casuals and slippers: No increases for the present.

Melco Footwear, men's and women's casuals and slippers: No price advances for the present.

Zuckerman & Fox, women's high-grade cements: No increases planned for the present.

Holiday Casuals, California casuals and slippers: Slight boost in slipper prices, none in casuals.

Terry Footwear, juveniles: Prices up 10 cents a pair on all lines.

Oomphies (La Marquise Footwear), women's casuals and slippers: Prices upped 5-15 cents a pair on 50 percent of its lines.

Milwaukee Area

Most Milwaukee area shoe manufacturers have raised prices already. Those in lower and medium-price

ranges have boosted prices 15-25 cents a pair, while those in better grades are up 25-50 cents. Most expressed hope that this was as far as it might be necessary to go, though a good share were pessimistic about this. As reluctant about controls as they are, some felt that under current and probable conditions it would be the only means to stop price rises.

None reported any rush of orders from buyers, though most reported active production schedules. The question as to further price rises hinged wholly on the matter of price conditions in rawstock, leather and shoe supplies.

Philadelphia Area

This section is divided. But actions and attitudes are subject to change day to day. Some producers, concerned about reaction from customers, are trying to absorb current increases to the saturation point before announcing boosts. Others, perhaps caught shorter on their own inventories of supplies and needing higher-priced replacements, were putting increases into effect now. Here are some of those contacted:

C-G Mfg. Corp., women's footwear: waiting another week before deciding action.

Edmor Shoe Mfg. Co., juveniles: Not raising prices right now, but admit feeling the pinch and will probably have to boost rates.

Modern Shoe Mfg. Co., women's shoes: Are waiting until August before decision, but are feeling cost pressures.

Overshoe & Slipper Mfg. Co., leather slippers, men's, women's and children's: A five per cent increase on all lines.

Pearl-Preview Shoe Co., women's shoes: No price raises now; plan to wait until Oct. shoe show to announce new prices.

St. Louis Area

Indecision marks much of this area at the moment. International, with its price increase averaging 15 cents a pair, was one of the few to take the step. But many have tentative dates and nearly completed decisions on prices over the next few weeks. Here is the roundup:

Boyd-Welsh, Inc., plans to set prices after Aug. 1. Brauer Bros. Shoe Co. will know approximately Aug. 1; likewise with Brown Shoe Co. Carmo Shoe Mfg. Co. will decide next week, as salesmen go out on Aug. 6. Deb Shoe Co. deciding next week, before its salesmen hit the road

Aug. 8. Hamilton Shoe Co. will try to hold off until market stabilizes so a more accurate decision relative to costs can be made. Hey-Dey Shoes, Inc., planning to hold off "as long as possible." Johansen Bros. Shoe Co. will make decision after Aug. 1. Johnson, Stephens & Shinkle Co., to decide next week. Monogram Footwear, Inc., decides first week in Aug. Samuels Shoe Co. will try to hold off until at least Sept. Wolff-Tober Shoe Mfg. Co., will determine new prices before salesmen go out August 10.

Cincinnati Area

This area has so far taken a fairly firm stand against price rises. The majority have not as yet boosted their prices, and many express intentions of holding out as long as possible—"at least until our new lines are put into production." Most state that they have sufficient materials and supplies to take care of current output without pricing on a replacement basis. Few expressed plans to make price changes by or in August, but it is believed that new prices will go into effect for most during Sept. and Oct.

Columbus Area

Prima Footwear has issued a circular to its customers, stating that the firm would hold the present price line until at least Sept. 1. Walker T. Dickerson Co. had no current price plans; an increase had recently (June) gone into effect. Godman Shoe Co. has so far held the price line, but admits being pressed by rising costs which may soon require price increases. Julian & Kokenge Co. instituted increases of 50 cents on all lines on July 14.

Out of seven other Columbus firms, two had raised prices 20-35 cents, three were contemplating boosts within the next one-two weeks, and two intend to hold off "as long as possible."

▲ Jeff Davis has been named New York City sales manager for Lissack & Co., Brockton manufacturer of women's casuals. Davis was formerly connected with the Stetson Shoe Co., Weymouth, Mass.

Argentine Hide Supply Low

Hide inventories in Argentina, as well as in Uruguay, are reported to be at the lowest point in several years. Shipments of hides from Argentina so far this year have been about 750,000 greater than during the same period of last year. Over the past few weeks, due to increased exports and stronger domestic demand, prices of Argentine hides have moved steadily upward. Two weeks ago the U. S. purchased about 400,000 hides, with IAPI granting the usual discount of 15 percent for payment in dollars. IAPI is now accepting orders only for future deliveries, as stocks are too low for immediate deliveries.

Argentine tanners are now paying higher prices for hides to cover their own requirements. In some instances these prices are higher than exporters can afford to pay, thus cutting down on available hides for export.

Recently, another 100,000 hides consisting of about 70,000 reject cows and extremes, were booked for the U. S. But only about 50,000 hides of all grades and types found buyers in Europe. IAPI is now trying to accumulate stocks of frigorifico hides, particularly light and heavy steers.

Last June, Uruguay made a surprising sale of 375,000 frigorifico hides, distributed among the U. S., U. K. and several European countries. A 16 percent discount was given for payment in dollars. Prices paid for these hides were 20c for heavy steers, light steers 22c, cows 21c, heavy reject steers 17c, extremes 27.4c, kips 35c, reject cows 18c—all FOB Montevideo.

Argentine exports of cattlehides for the first five months of this year have totaled 4,413,000 pieces, of which 389,000 have gone to the U. S. For the first five months of 1949, Argentina shipped only 3,898,000 cattlehides.

Due to the higher prices being paid by Argentine tanners for domestic hides, exporters of Argentine finished leathers (only better grades of upper leathers are exported) are finding sales much harder to make at necessarily higher prices on world markets. Government officials are now considering exporters' petitions for new exchange rates to compensate for the higher prices of exportable leathers, and thus stimulate declining trade.

In 1949 Argentina exported 9,471,073 hides, the largest number since 1927. This was comprised of

3,385,488 salted hides, and 1,085,585 dry hides, altogether a total gain of 1,385,119 pieces above 1948. Hide production in 1949 was about the same as for 1948. About 2,500,000 hides produced in 1948 were accumulated and held for sale in 1949.

G. R. Kinney Warns Its Buyers On Stockpiling

In a memorandum sent to all its buyers last week, the G. R. Kinney Co., Inc., warned them to "stay familiar" with company buying procedures during the current turmoil in market conditions. The company, one of the country's largest buyers and sellers of shoes through its extensive chain of stores, stated in its memorandum:

"Our present procedure which we will continue to follow until further notice, provides for steady and continuous production in accordance with our sales requirements. We do not intend to speculate against the future, and, accordingly, will continue to buy as sales trends require.

"This policy has worked to the distinct benefit of manufacturers as well as ourselves, giving our stores a steady flow of last-minute goods and giving the manufacturer a constancy of production without which he cannot operate efficiently."

Shoe Fabric Prices Rise, Supply Tightens

Shoe fabrics have now risen 10-15 percent above a month ago, and supplies of many types are rapidly growing short. An L&S survey of shoe fabric houses throughout the country this week revealed that the fabrics markets are experiencing the same pell-mell conditions as shown in practically all other products and commodities.

Cotton, basic material for many shoe fabrics, has gone hog-wild in the commodity market, on many days extending the full 200 points allowed by the law. Prices are already up 15-20 percent over a month ago. Many mills have withdrawn all price quotations, due to inability to determine prices from day to day or even week to week. This year the government reduced cotton acreage by 30 percent to reduce surpluses for which the government was paying through its farm subsidy program. Though supply is sufficient for current needs, speculators have nevertheless put the market into a turmoil.

The shoe industry annually uses about 16,000 bales of cotton for shoe uppers, or 12.5 percent of all materials used for uppers; it uses 62,000 bales for linings, or 66 percent of

all lining materials; 15,000 bales for shoe bottoms, or 15 percent of all shoe bottom materials; 12,000 bales for laces, or 94 percent of the total; and 12,700 bales for shoe threads, or 83 percent of the total. Altogether, the shoe industry uses about 118,000 bales of cotton.

Other Fabrics

Rayon, which contains some proportion of cotton, is likewise rising sharply in price, with mills making no promise on future delivery dates as they wait for the market to "settle." Flannel is closely following the cotton and rayon picture. Nylon, so far only a minor item in the shoe field, is expected to be withdrawn to a great extent from the civilian market in the near future. Specialty fabrics (velvet, brocade, etc.) are also rising appreciably, though as a whole they constitute only a small portion of the shoe fabrics market. Fabric backing materials will follow the upward price trend of the market as a whole.

Buying Cautious

Most fabric houses report no appreciable extra buying by shoe manufacturers as yet. However, they note that inquiries are increasing. The gist of many of these inquiries: "How are you fixed on supply and prices in the event I want to put in a large order?" In short, most shoe manufacturers are waiting to see what happens with the leather and other materials markets—but meanwhile are keeping an eye open on developments elsewhere, such as in shoe fabrics, just in case. Some shoe manufacturers, however, have put in "insurance" orders on some fabrics. But as yet no real buying pressure has developed.

Most fabric houses are cautious in predicting a boom period for shoe fabrics due to the current emergency. Estimates are that during the last war some 60-70 percent of shoe uppers in the women's field alone were comprised of fabrics or synthetic materials. But currently, much depends upon the course of events—of supply and price of leathers, of the seriousness of international developments, of government controls, etc. Many fabric houses believe that controls are likely to come to affect shoe fabrics and the shoe industry. Incidentally, a continuation of the current conditions in the fabrics markets may bring gabardine out of hibernation. Today, as over the past few years, fabric sellers have been unable to give gabardine away. Under changing conditions, however,

it may make a sudden and substantial comeback. Though, as one house pointed out, "when that time comes we won't be able to get gabardine, anyhow."

Almost none of the fabric houses sees any immediate halt to rising fabric prices or easing of tightening supplies. One seller voiced the opinion of many: "It looks like prices up and supply down until the government steps in." All felt that there is no economic basis, in terms of actual shoe sales and buyer demand, for current price rises.

Hide Assn. Believes Rawstock Controls Near

"The pricing of hides will likely be the first thing the hide industry will encounter, should it be necessary to regulate the flow of essential items," So declared John K. Minnoch, executive director of the National Hide Association, who last week was in Washington to investigate the possibility of government controls as affecting the hide industry. Minnoch further stated:

"Congress may act sooner than expected on the matter of pricing and controls, should the conflict in the Far East grow in intensity. This is the opinion of some very close observers. There is also the possibility that present hide prices may even force the government to purchase quantities of hides from the Argentine. There is every reason to believe that if and when controls go into effect, they will probably be empowered to old-line agencies, such as Dept. of Commerce, Dept. of Agriculture, etc.

Massachusetts Leading Shoe Output State In 1949

In 1949, shoe production in the New England shoe states—Massachusetts, Maine and New Hampshire—totaled 149,690,000 pairs and represented 31.6 percent of total national output, according to an analysis by the New England Shoe and Leather Assn. of data furnished by the U. S. Bureau of the Census. This compares with ratios of 30.4 and 31 percent, respectively, during 1948 and 1947.

During 1949, the New England shoe states shipped 149,840,000 pairs of shoes with a net factory value of \$512,985,000. This represents a decrease of 4 percent from shipments during 1948, which were valued at \$533,462,000. The average factory price per pair of shoes shipped from New England during 1949 was \$3.42.

Massachusetts had a total production of 83,548,000 pairs with shipments for 1949 valued at \$292,299,000, a decrease of six percent from 1948 shipments. Production in Maine totaled 28,335,000 pairs and shipments of \$92,733,000 increased two percent from 1948. New Hampshire produced 37,807,000 pairs with shipments valued at \$127,953,000, a decrease of two percent from 1948.

Massachusetts led all states in value of shoes shipped from its factories during 1949, with a total of \$292 million, and New York was second with a value of \$245 million. However, New York outranked all states in footwear output in 1949 with a total of 85 million pairs, fol-

lowed by Massachusetts with an output of 83 million pairs.

Total U. S. footwear production in 1949 for 1,243 factories totaled 473,005,000 pairs, representing a decline of 1.4 percent from the 480 million pairs reported for 1948.

In 1949, shipments of 471 million pairs of shoes and slippers were valued at \$1,635 million as compared with 1948 shipments of 479 million pairs valued at \$1,782 million. The average value per pair shipped in 1949 was \$3.47 as compared with \$3.76 in 1948.

Canadian Shoe, Leather Prices Forced Upward

The Canadian Shoe Information Bureau reports that Canadian tanners have already passed the limit of their ability to absorb increased costs and are faced with the "inevitable necessity" of increasing prices. Hide prices started their first rise on July 6, attributed to the Korean situation, and have continued to rise steadily with no sign as yet of leveling off.

Even before July 6 the hide situation was very tight. The Bureau explained that hide inventories were about normal, but reduction in wettings since April will considerably reduce stock in Canada over the next few months. Increased cost of hides and leather has already forced some shoe manufacturers to close down, and further increases in hide prices are bound to be reflected in shoe prices, the Bureau declared.

Stephenson Sees Ample Supplies For Shoes

W. W. Stephenson, executive vice-president of the National Shoe Mfrs. Assn., stated last week that "during recent months the available supply of hides and skins has increased substantially and there is reason to believe that there will be ample supplies of shoemaking materials to meet civilian requirements and at the same time provide such military footwear as will be necessitated by the current emergency.

"Unless we are plunged into total war . . . there is no reason for the public to fear a shortage of shoes or for any concern about the likelihood of shoe rationing. While shoe manufacturers must keep their prices in relation to raw material costs, there is little reason to fear more than a temporary flurry in hide and leather prices if the public refrains from buying and hoarding shoes in anticipation of future needs."

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SPARTAN — GLUV-HIDE

The new mellow leathers for casual shoes

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DEATHS

Edward M. Spence

... 60, associated with United Shoe Machinery Corp. for more than 38 years, died recently in Lynn, Mass., after a brief illness. A native of Wilmington, N. C., he had lived in Lynn for more than 40 years and was employed in that area until he joined the USMC Lynn office in 1914. In 1916, he was transferred to the Fitting Room Dept. at the firm's Boston office and was active there until his death. He leaves his wife, A. Evelyn; and two sons, Richard A. and Edward M., Jr.; two sisters, three brothers and four grandchildren.

Walter R. Tufts

... former Brockton shoe executive and active in the shoe industry for many years, died July 14 in Bronxville, N. Y., after an illness of several months. Tufts served in an executive capacity with the former Preston B. Keith Shoe Co. in Brockton during the 1930's and later became associated with A. E. Nettleton Co., Syracuse, N. Y. He is survived by his wife, Winifred; a daughter, Mrs. Walter K. Seiffert; and a sister, Mrs. Grace T. Wheeler.

Franklin B. Keller


... president of Walkin Shoe Co., Inc. of Schuylkill Haven, Pa., died recently. A banker by profession, president of First National Bank and Trust Co. of Schuylkill, Mr. Keller has been associated with Walkin Shoe Co. since 1923. Surviving is his wife.


Harlan Rhoads

... former salesman for the Julian Kokenge Shoe Co. who retired in 1948 after 40 years' service, died recently at his home in Columbus, Ohio. The 78-year old man is survived by his wife, Grace W.; a son, Robert and a sister, Mrs. Harriet Kirkpatrick.

Leo T. Cassidy

... a national organizer of the United Shoe Workers of America, CIO, died last week in St. Louis, Mo. Former resident of Lowell, Mass., Mr. Cassidy is survived by his wife, Margaret; three children, Charles, Ronald and Maureen; two sisters and one brother.

 Samuel Parker, Newburyport, Mass., in 1809 patented the first machine for splitting leather. Prior to that hides had to be shaved to the thickness desired for shoe soles, with all the shavings going to waste.

 More than 8000 patents have been issued for improving the manufacture of leather soles and shoes since the U.S. Patent Office was established in 1836.

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LYNN INNERSOLES PLATFORMS WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

PIERSONNEIL

▲ **Jennie Bolatto** has resigned as chief stylist and designer of the Rhythm Step shoes manufactured by Johnson, Stephens & Shinkle Shoe Co., St. Louis. **Johnie Walsh**, head of Camille Designs, Inc., has assumed the duties of Mrs. Bolatto as supervisor of styling for the company. He is continuing his own style service.

▲ **Barton S. Goldenberg**, son of the late Frank Goldenberg has been admitted to a partnership interest in the Brooks Shoe Mfg. Co., makers

of athletic footwear, Philadelphia. Other partners are Michael and John B. Goldenberg.

▲ **John Johnson**, manager of the Dix Wood Heel Co., Rochester, N. H., has been appointed chairman of the new civilian defense program in that city.

▲ **Col. Albert S. Baker** will head the public relations division of The Brown Co., Berlin, N. H., makers of innersoles. Col. Baker has been associated with newspapers and radio newscasting in New Hampshire.

▲ **Samuel DeVorin**, head of DeVorin Shoe Co., San Francisco, is retiring from business due to ill health. His company has been bought by the Solnit Shoe Co., makers of medium-price men's, boys' and women's shoes.



Lou E. Wells

... Appointed credit manager of **Crompton-Richmond Co., Inc.**, New York, one of the country's leading factoring firms handling many accounts in the shoe and leather industry. Wells, who joined the firm about a year ago, has held several important positions in the credit field.

Adjust pH of Unhairing Solutions independent of Sulfidity with Hooker Sodium Sulphydrate

Using Hooker Sodium Sulphydrate, your unhairing solutions have the same sulfidity but only half the alkalinity as with sodium sulfide. Because of this, you can increase the pH of your solution (with caustic soda or sodium sulfide) without changing the sulfidity.

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▲ **David P. Wohl**, president of the Wohl Shoe Co., St. Louis wholesale and retail shoe chain, has donated \$100,000 to aid the \$2,500,000 expansion program of the Jewish Hospital in St. Louis. In 1940, Mr. Wohl made a cash gift of \$500,000 to establish the Wohl Foundation which will build the David P. Wohl, Jr., Memorial Hospital at Washington University Medical Center. The Foundation, in 1947, donated a half million dollars to St. Louis for the construction of two municipal health centers.

▲ **Emil Knox**, for the past 10 years factory manager of Desco Shoe Co., Long Island City, N. Y., has joined the sales division of the firm, assisting Howard Carr in the New York City territory.

▲ **Herman Graff**, formerly of Silver Slippers, is now sales manager of Sun Shu, Inc., New York City.

▲ **Joseph A. Barnea, Sr.**, has retired as listing department manager of the Manchester, N. H., plant of International Shoe Co. Some 60 executives of the company tended him a testimonial dinner in his honor, presenting him with a number of gifts.

▲ **Capitol Shoe Co.**, of Brooklyn, N. Y., and **Beacon Shoe Mfg. Corp.**, Columbia, Pa., have announced a shift in officers. **Samuel Wechsler** has resigned as treasurer of Capitol and will act solely as president of Beacon. **George Longo** has withdrawn as treasurer of Beacon and will continue as sole owner of Capitol. Both firms manufacture infants' and children's stitchdowns.

▲ **Jack Levine** is reported to have resigned as a partner in the Empire Shoe Mfg. Co., New York City.

▲ **Dr. L. P. Seyl**, chemist and group leader in the Research Dept. of Diamond Alkali Co., Cleveland, O., has been named manager of research. He succeeds **J. E. Underwood**, manager for the past six years, who has become research consultant for the company.

Elect Finders' Officers

Archbold R. Jones of P. Mayer Leather Co., Pueblo, Colo., was re-elected president of the Shoe Service Institute of America at the closing session of the Institute's 45th Annual Convention held last week in Chicago. The Convention met in the Congress Hotel of July 10-12 (see L&S, July 15).

Louis Ershler of Pennsylvania Leather Co., Inc., Erie, Pa., was elected vice president, Rudolph E. Kaplan re-elected treasurer and J. C. Glaser named recording secretary.

The following three directors were named for three-year terms: Harry Berendt of I. Berendt Leather Co., Charleston, S. C.; Rudolph Grosskopf of Nutz and Grosskopf, Indianapolis, Ind.; and W. S. Williamson of Roland Speh Leather Co., Wichita, Kan. They succeed S. P. Earhart, Louis Ershler and Alfred Russo whose terms expired with the 1950 Convention.

Paul K. Ferree continues as chairman of the board and member of the executive committee along with president Jones, vice president Ershler and Eugene E. Schaefer. New York City was named as the 1951 Convention City, with a preference for the Hotel New Yorker as headquarters.

Saco-Moc Stays In Portland

Threatened with the loss of their largest manufacturing payroll, businessmen of Portland, Me., have banded together to keep Saco-Moc Shoe Corp. in the city.

Saco-Moc, which pays \$1,250,000 annually to 600 Portland workers, had threatened to leave the city because the rent on its leased factory had been boosted to a level it could not afford.

Portland citizens countered this move by reviving the Portland Industrial Development Corp., inactive since 1938, and authorizing it to launch a campaign to raise up to \$100,000 through the sale of 10-year three percent debentures. After borrowing another \$100,000 from city banks, the corporation would then finance the construction of a one-story shoe factory and lease it to Saco-Moc—at reasonable rates.

Saco-Moc was quick to show its gratitude. The company paid the city \$500 for a new plant site and declared they would pay the \$70,000 expenses the move would entail. The new plant is expected to be ready by Oct. 1.

Ben Gold Says U. S. Aids "Fascist" Korean Govt.

Ben Gold, president of the International Fur and Leather Workers Union, and avowed Communist, urged last week in the *Daily Worker* that "all trade unionists and democratic-minded Americans raise their voices in a mighty cry for peace."

Claiming that the South Korean government is a fascist regime, Gold stated that the U. S. "must halt its policy of intervening in countries all over the world in support of reactionary regimes."

It should be noted that the international "peace petition" movement has been cited as a piece of Communist strategy to create "moral resistance" of democratic peoples to U. S. intervention against Soviet acts of aggression in Asia and elsewhere. It should also be noted that during the 1948 Congressional hearings dealing with IFLWU, Gold stated that he would never bear arms for the U. S. in the event of a war with Russia.

▲ **Vernon C. Power**, divisional manager of Montgomery Ward mail order and retail shoe operations, has resigned. Power assumed his duties with Montgomery Ward in 1946, coming from the Hanover Shoe Co. He has announced no plans as yet.

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SPOT News

New York

● **E. P. Reed & Co.**, Rochester, has launched a new "customer-assistance" promotional program for its Matrix and Collegebred lines, under the direction of Mildred Duing Miller, who has been associated with the women's shoe field in advertising and sales capacities.

● **Hans Rees' Sons**, New York tanners of belting, industrial and other leathers, announced a flat 5 percent price advance, effective July 20, over list prices of June 15.

● Creditors of **Harlyn Footwear**, Brooklyn, have been offered 24 percent payable at the rate of two percent monthly, it is reported.

● **Hi-Lite Footwear** is moving from 156 Flushing Ave., Brooklyn, to new quarters at 22 Wooster St., New York. The firm will continue to manufacture California process women's lines.

● **General Cut Sole Corp.**, New York City, has now expanded its output to include the making of men's innersoles. The firm formerly made only women's innersoles.

● **The Andrew Geller Shoe Co.** has joined the Guild of Better Shoe Mfrs. New firms recently established in the New York City area are **Metro-politan Shoe Corp.**, **Mas-Kal Shoe Corp.**, and the **Shore Leather Products Co.**

● **Allied Kid Co.'s** New Castle Division has announced development of a material known as "natural black" Maracain to meet the need of a pliable leather made from mellow skin for the new glove-like footwear. The material is hand-crafted for custom finish.

Massachusetts

● **The Wiggletoe Shoe Co.**, formerly of Newark, N. J., is establishing its new quarters in Merrimac, near

Haverhill. The company, established 35 years as distributor of children's footwear, will occupy floor space of 6,000 feet.

● **The Velda Shoe Co.** has been opened in Lynn, to manufacture footwear. President-treasurer is Harold Sterin of the same city.

● **Colt-Cromwell Co., Inc.**, Boston shoe manufacturer, has requested its creditors to extend payments due before June 1, to Sept. 15. All creditors were assured of 100 percent payment on debts totaling \$22,500. Additional debts incurred since June 1 are being paid in July.

● **Fobern Shoes, Inc.**, Haverhill shoe manufacturer, has just opened its new plant at 143 Essex St. Its former quarters were recently destroyed by fire.

● **J. Leon Touro, Inc.**, has opened a plant at 234 Berkeley St., Boston, to manufacture leather and rubber footwear, findings, shoe accessories, handbags and gloves.

● **The Sandler Rustic Shoe Corp.**, Haverhill, has been established with the approval of the Mass. Dept. of Corporations, to manufacture men's, women's and children's shoes, slippers and other footwear. President is Max Sandler; Vice President is Jacob Sandler; and Treasurer is Samuel Sandler.

Illinois

● **Sovereign Mfg. Co.**, makers of footwear, Chicago, is reported to have had trustee appointed under bond of \$15,000.

New Jersey

● **Elaine Footwear, Inc.**, Union City, is reported to have had an involuntary petition in bankruptcy filed against it.

So. Carolina

● **The American Thread Co.**, Clover, has announced expansion program plans to increase production capacity by 30 percent. Main part of the program is the construction of a four-story building, the bulk of the machinery for which will be transferred from the company's Fall River, Mass., plant.

Wisconsin

● **The Museback Shoe Co.** has announced that their two Port Wash-

ington plants, employing 150 persons, are up for sale. These plants are equipped to manufacture 1,200 pairs of children's and growing girls' shoes, and also some men's production. Museback operations of these two plants will be consolidated with the company's other factories.

New Hampshire

● **The Brezner Tanning Corp.**, Concord, will construct a 200-foot, two-story annex which will house a new leather drying system. The new structure will be located on Canal St., directly in front of the present tannery, will cost \$150,000 and is expected to be completed by Fall.

Canada

● Stocks of raw cattlehides held by tanners, packers and dealers at the end of May amounted to 400,820 as compared with 431,759 for the same time last year. There were 532,787 calf and kip skins as compared with 678,160 last year; 23,514 goat and kid skins as against 107,020; 22,528 horse hides as compared with 15,841; and 36,569 sheep and lamb skins as compared with 45,002.

● May imports of raw hides and skins dropped to \$642,000 in May as compared with \$1,087,000 a year ago. Jan.-May totals were \$5,214,000 as against \$6,096,000 for the same period of 1949. Imports of manufactured leather rose to a value of \$2,812,000 for the Jan.-May period as against \$2,381,000 for the same period of 1949. Exports of leather and leather products declined from a value of \$3,062,000 in the Jan.-May period of 1949 to \$2,527,000 for the same period this year.

● Chain shoe store sales in April dropped 16.4 percent in dollar volume compared with April, 1949, but the value of inventory advanced 12.2 percent this year as compared with the same month (April) of 1949.

● **The Humberstone Shoe Co., Ltd.**, Humberstone, Ontario, has had its controlling interest purchased by Leslie A. Dunbar, president of the Great West Felt Co.

● **Rushden Leathers, Ltd.**, Quebec, has been incorporated with an authorized capital of 500,000 preferred shares and 250,000 common shares, all of a par value of \$1.

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NEW YORK AREA—R. A. Bren, 2 Park Avenue

MILWAUKEE—H. I. Stewart, 918 North 4th St.
CINCINNATI—J. R. Kueven, 626 Broadway
SAN FRANCISCO—A. J. & J. R. Cook Co., 237 Eighth St.
TANNERY—Davis Leather Co., Ltd., Newmarket, Ont., Canada

Shoe Executive Called Ex-Red; Denies Charge

Carl Henry, president of Lucky-stride, Inc., shoe manufacturing firm of Maysville, Ky., admitted he is Carl Henry Levy, named last week by the House Un-American Activities Committee as a former Communist. Levy was cited by John Edmiston, Dayton, Ohio, newspaperman and former F.B.I. agent, as being a director of the American Peace Mobilization Movement under Robert Gunkel, former secretary of the Communist Party for Hamilton County, Ohio. At that time Levy was purchasing agent for the Meis Shoe Co., Lebanon, Ohio.

Levy, or Henry, publicly denied the charges. "I have never been a Communist and never have been a member of the Communist Party. I am not now a Communist. I am not now a member of the Communist Party."

St. Louis Women's Shoe Group Organized

The St. Louis Women's Shoe Group has recently been organized by a group of eight women executives in the St. Louis shoe industry. They will have regular monthly meetings at which prominent guest speakers will discuss current trends and

developments in various phases of the shoe and fashion industries.

Among other projects, they plan to give a series of lectures at the Washington University School of Shoe Design, which is sponsored by the St. Louis Shoe Manufacturers Association, and will discuss the possibilities and advantages of a career in the shoe industry.

Charter members of the organization are: Jane Brauer, Fashion Coordinator, Brauer Brothers Shoe Co.; Adele Buescher, Midwest Representative, Footwear News; Betty Jones, Designer and Coordinator, International Shoe Co.; Ruth Klump, Fashion Coordinator, Valley Shoe Co.; Alice McCallister, Designer, St. Louis Shoe Stylists; Virginia McCune, Designer, St. Louis Shoe Stylists; Kay Sleater, Associate Editor, Creative Footwear, Shoe & Leather Reporter; Elizabeth States, Fashion Coordinator, Johnson, Stephens & Shinkle Shoe Co.

Bangor Handsewers Quit

A wage dispute involving sewing a new leather led some 70 non-union handsewers to walk out of the Sandler Moccasin Co., Bangor, Me., last week. The sewers demanded a wage increase of seven cents per pair using the new type leather, claimed sewing the leather slowed them down, cut their weekly wages by \$10 to \$12. Company officials refused comment.

9 Shoe, Leather Firms Win Annual Report Awards

Cited for the excellence of their annual reports, nine leading shoe and leather manufacturers have been qualified for "Highest Merit Award" citations in the *Financial World* Annual report contest. The shoe and leather reports were selected from almost 5,000 corporation reports for 1949 submitted in the Tenth Annual Survey conducted by Weston Smith of *Financial World*.

Firms selected were Allied Kid Co., Boston; A. S. Beck Shoe Co., New York City; Brown Shoe Co., St. Louis; Edison Bros. Stores, Inc., St. Louis; General Shoe Corp., Nashville, Tenn.; International Shoe Co., St. Louis; G. R. Kinney Co., New York City; Shoe Corp. of America, Columbus, O.; and U. S. Leather Co., New York City.

Stockholder reports of these companies are candidates for the "Best of Industry" award. The winner will be presented a bronze "Oscar of Industry" at the *Financial World* Annual Report Awards Banquet to be held Oct. 30 at the Hotel Statler, New York City. General Shoe Corp. was winner last year.

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Economy Engineering In The Modern Shoe Plant

By G. B. Carson

Manager of Engineering, The Selby Shoe Company

Here is one of the most enlightening articles of its kind presented in years. It demonstrates that applied engineering comprises the scientific soul of modern shoe factory operation.

ENGINEERING in the modern shoe plant breaks down into the following broad subheadings:

- (1) Industrial Engineering—Which concerns itself with men and methods.
- (2) Mechanical Engineering—Which concerns itself with factories and equipment.
- (3) Electrical Engineering—Which concerns itself with power, light, electronics, and controls.
- (4) Industrial Chemistry—Which concerns itself with adhesives and supplies.

In the shoe industry we have always been long on action and short on system. Many shoe men are by nature and by necessity, impatient of thorough-going investigations. Their problems come so thick and fast that the best they ever can do is pass immediate decisions.

Can engineering help shoe manufacture? The answer is an emphatic and unqualified "yes." In the shoe industry the typical problems break down into the various engineering classifications. (See Table A)

Common and Simple Applications

Backseam Height and Vamp Length: Fit is an ever present problem in shoemaking. In the higher grades of footwear it must be handled meticulously and accurately. From time to time opinions have been given as to what will work and what won't work for various types and heel heights of shoes. Charts and tables, some of them cumbersome, have been devised to standardize these all important dimensions.

We have devised a slide rule which shows the proper backseam height

for any size and width of shoe, if the proper height of a 4-B model is known. On the other side of the slide rule similar information is laid out for vamp length.

With such information available, pullover operators can keep a constant watch on two important control points for fit, and the foreman, equipped with a tape and this pocket slide rule, can keep constant vigilance on his quality insofar as it is dictated by the vamp length and backseam height.

Handling Heavy Materials

Several shoe factories, notably the larger plants, have been up to date through the years on mechanical handling equipment. Some of us have been limited in what can be done by elevator capacity and narrow aislesways. But all of us can benefit by either one or the other

or both of the following: (1) pallets; (2) platforms.

The pallets are most useful where products such as paper board, leather board, rubber sheeting, and the like can be purchased from the vendor strapped to the pallet, and left on it until used.

The platform is most useful where products come in smaller quantities or where pallets are not practical. Figure 1 shows an electric powered "hand" lift truck being used to handle bends for soles. This truck, with only one man, can carry and transport heavy loads up relatively steep ramps. And it is capable of maneuvering in confined areas. It has paid for itself many times in our plant, through the saving of man-hours of handling labor. Sole bend tanneries are used to this method of handling, and cooperate well in bundling shipments suitably.

TABLE A

<u>Electrical</u>	<u>Mechanical</u>	<u>Industrial</u>	<u>Chemical</u>
Power Distribution	Air Conditioning	Wage Incentives	Cements
Lighting	Machinery	Methods	Glue
Motors	Maintenance	Standards	Adhesives
Elevators	Material Handling	Time Study	Ink
	Heat		Stain
	Ventilation		Solvents
	Dryers		Cleaners
	Mullers		Washes
	Humidifiers		Polish
	Power Generation		Fillers
			Etc.

Infra Red Dryers
Heat Activators

Plant Layout
Factory Design
Product Flow

Handling Cements

The mess from and waste of cements is a besetting sin in many shoe plants. To the engineer, five-gallon cans are a primitive method for handling pyroxylin or heat activatable sole cements. And yet the problem of weight, where operators have had to service the reservoirs in their own machines, has prevented larger units.

The best solution to this problem is pumping. Figure 2 shows a pipe line containing cement of the heat activatable type connected to a United outsole cementing machine. There is no mess around the machine, and there is no loss of cement from "stick-on" on discarded cans or containers. And the whole installation is fire safe.

In our specific installation, we use 55-gallon drums, and pump from a central location to the cementing machines.

All varieties of shoe factory fluids can be pumped successfully. The problem is to secure a pump and pipe which will not be corroded by the cements being used, and to balance its speed and capacity so as to provide the proper rate of flow at a pressure just sufficient to overcome the pipe friction. The following simple rules will be helpful:

- (1) Use gear type pumps.
- (2) Keep pump speed low to avoid heating.
- (3) Keep pipe sizes above $\frac{1}{2}$ ".
- (4) Seal the system, and keep it sealed.

To relieve the fire hazard of large quantities of cement being stored in the plant at the pumping station, an automatic carbon dioxide extinguish-



Figure 1

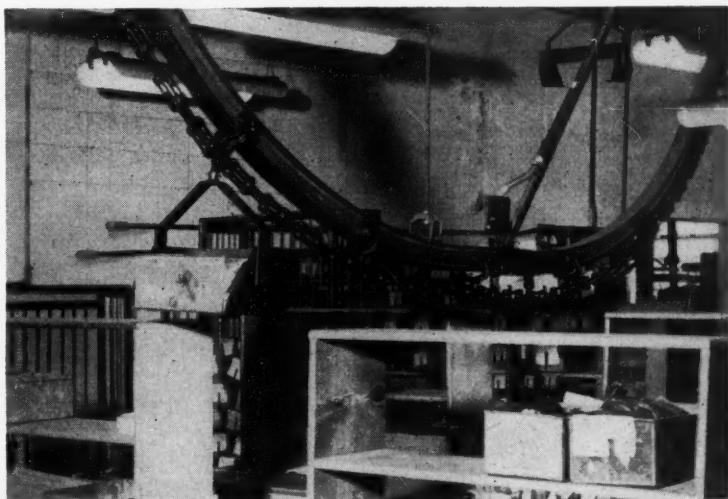


Figure 3 (top) and Figure 4

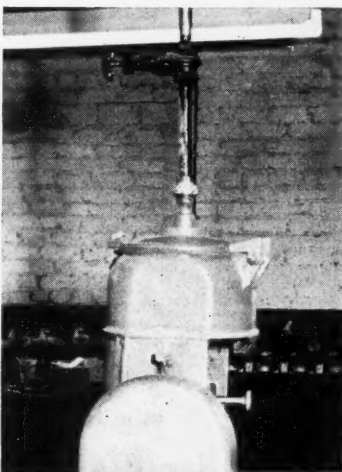
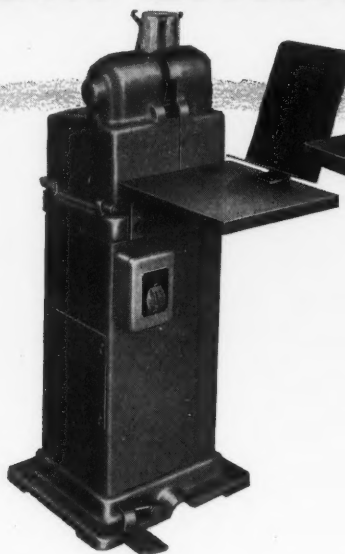


Figure 2

For MAXIMUM Efficiency* in



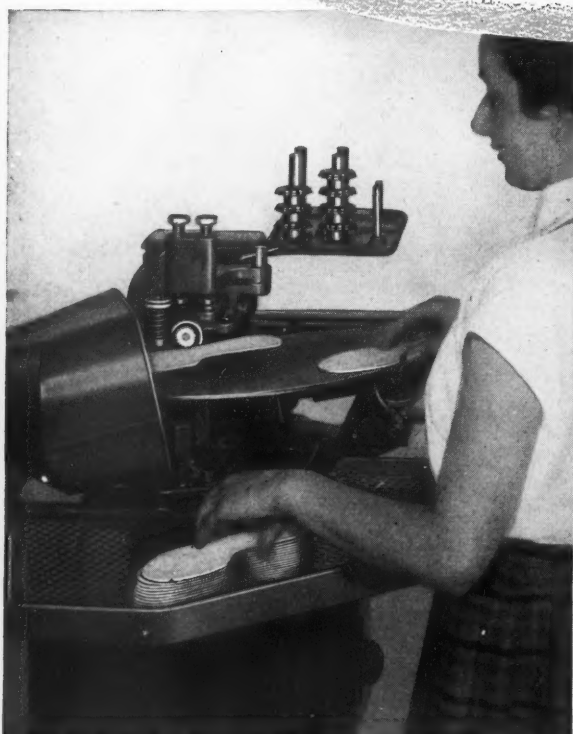
USC Automatic Edge Trimming Machine - A



USC Automatic Edge Inking Machine - A



USC Automatic Edge Setting Machine - A



Removes pre-determined amount of stock from soles with a rotary cutter or abrasive wheel and gives the proper edge character for ink receptivity. May also be used for chamfering, producing any desired angle or bevel, and for rabbeting a platform to accommodate the seam in slip-lasted footwear. Adjustable feed and trimming speeds for various materials and sole shapes.



Inks edge and rand, edge and extension to $\frac{1}{4}$ inch or chamfered portion of sole only. Assures cleaner shoe bottoms and more uniform application. High quality is evenly maintained and users experience marked decrease in ink and operating costs. Adjustable feed accommodates all materials. Easily cleaned and maintained.

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- ★ Greater overall product uniformity

IF you now perform a pre-finishing operation on soles with the **USMC** AUTOMATIC Edge Trimming Machine you know how valuable this modern automatic equipment can be in keeping production high and operating costs

low. By going automatic all the way — you can get these production advantages in inking and setting as well.

As a unit or individually, these machines can produce 3600 and more pairs of soles per 8-hour day. All three machines are individually motor driven and give the production results you expect. With leather, rubber-like or synthetic soles the entire production is uniform and meets quality standards that cannot be accomplished by hand.

These machines can be real money savers. Why not let a United branch office representative give you additional facts on any of these machines as they apply to your situation?



**UNITED SHOE MACHINERY
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Hand work cannot as rapidly achieve such uniform quality as in the edge produced by this machine with its rotary iron. Speed adjustable for proper feeding of variety of materials, thicknesses and patterns. Heat for iron is rheostat controlled.

ing system was installed at the pumping stations.

Pumping is the cheapest method for handling cements, when the pumping system is properly engineered.

Handling Boxes of Materials

Shoe manufacturers are chary of all conveyors. Experience with single-pair systems and other production control conveyors has been poor in most plants because the conveyors have been misapplied.

A conveyor is, in the last analysis, just a tool. But there are many types of conveyors, and they must be matched carefully to the problem at hand or they will be a terrifying failure.

Figure 3 shows a successful application of an overhead chain conveyor in moving finished lots of covered wood heels from the wood heel covering plant to the wood heeling departments. The final inspectors obtain their work from a roller conveyor, inspect it, and place it on the carrier.

When the carrier reaches the delivery point, it automatically transfers its load to a roller skate roller conveyor, which acts as a holding reservoir, so that the work only needs to be removed once an hour. (See Figure 4.)

Multiple decks of roller conveyors are excellent for separating work into classifications. Figure 5 shows one such application in a wood heel covering plant. Gravity furnishes the power to move the work. Hence, the conveyor is virtually without upkeep or maintenance cost.

Mechanical Pacing of Production

This is an old problem, but whenever production *can* be paced, lower costs *can* result. Mechanical pacing, however, requires careful production control and scheduling. In fact, it requires balancing of operations, an accomplishment found in relatively

few shoe plants.

A tragic error made in some of the previous shoe factory conveyor installations was the inclusion of too many operations along a given section of conveyor. Some of the op-

erations, being slow, required several men and machines while others were so fast that operators were not kept busy.

Rink systems actually are a form of combining or balancing opera-

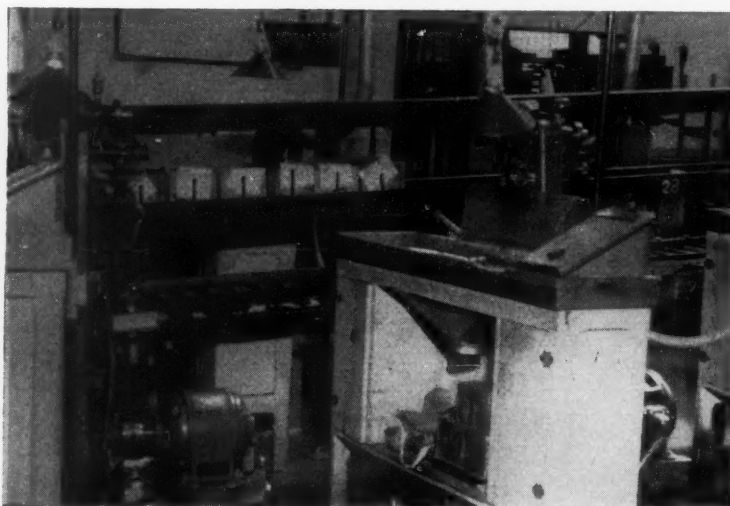


Figure 5 (above) and Figure 6



FIRST QUALITY

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tions of reasonably similar speed into a small group. You are all familiar with the Assembler—Pullover—Side-laster rinks to which the Automatic Toe Laster is a natural addition.

If the same fundamental principle is applied to production conveyors, they will be successful. But short lengths and few operations should be tried first. Figure 6 shows such an application, combining cementing, infra-red drying, and assembling the parts together on a paced unit.

Infra Red Drying

Not long ago I overheard a good shoemaker, who is a friend of mine, say, "The worst thing that ever hit a shoe factory is infra-red drying." This opinion, held by many people, is far from correct.

Infra-red drying is just like any other heating source — improperly used, it will cause untold damage. But properly used, it is the best and least troublesome type of drying for certain applications. It should not be used for deep drying, such as drying a leather counter or box toe after the shoe is lasted.

It is an excellent method of driving off surface moisture or solvents, and for reducing the moisture content in the upper stock or sole stock.


The following factors control the results from infra-red drying on any given application:

- (1) Wattage of bulb (Energy input).
- (2) Kind of reflector (Efficiency of energy projection on the work).
- (3) Distance from work (Intensity—surface temperature of the work).
- (4) Time during which the work remains under the lamps.
- (5) Ventilation around and through the dryer.

Figure 7 shows a successful infra-red drying unit used for reducing moisture in upper leather, and driving solvents from pyroxylin cement and bottom filler. It is mechanically paced so that work cannot remain too long under heat.

The following external conditions determine the nature of adjustments in heat intensity or timing which should be made in order to maintain the same effectiveness from the dryer:

- (1) Room temperature
- (2) Relative Humidity
- (3) Kind of Leather
- (4) Shoe Construction
- (5) Kind of Cements or Solvents Used
- (6) Original Moisture Content in the Shoe




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Infra-red, however, is readily controllable, and is an economical and efficient means of drying, when properly applied and controlled.

Gadgetry

There are many devices which can be produced to assist shoe production. Many shoe plants have been aiding their production by such means for years. The "gadgetry" breaks down roughly as follows:

- (1) Hand tools
- (2) Bench and furniture design
- (3) Work holding devices
- (4) Supply racks
- (5) Power tools
- (6) Dies and patterns
- (7) Work feeding devices

One example of this type of creative work is the fountain type top-inking brush. This was worked out in our "Tru-Poise" division, and after several months of failure, the "bugs" were eliminated. Figure 8 shows a general view of a four-color inker, which both speeds and improves the quality of top-line and cut-out inking.

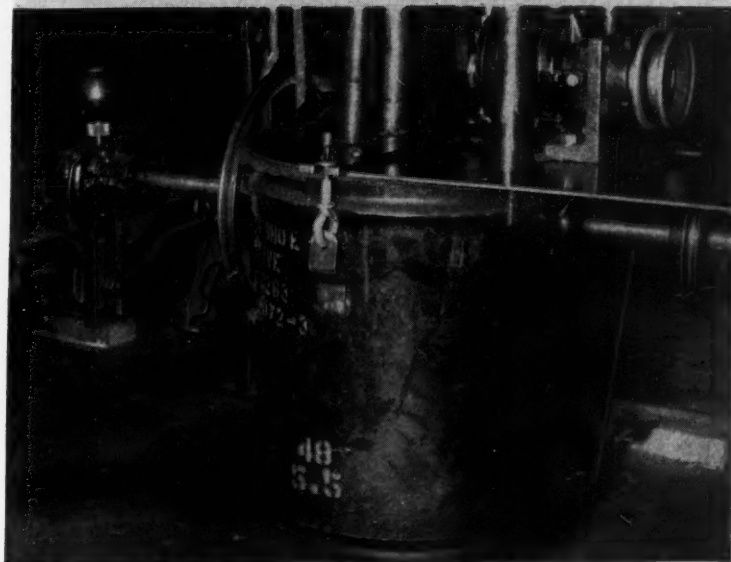
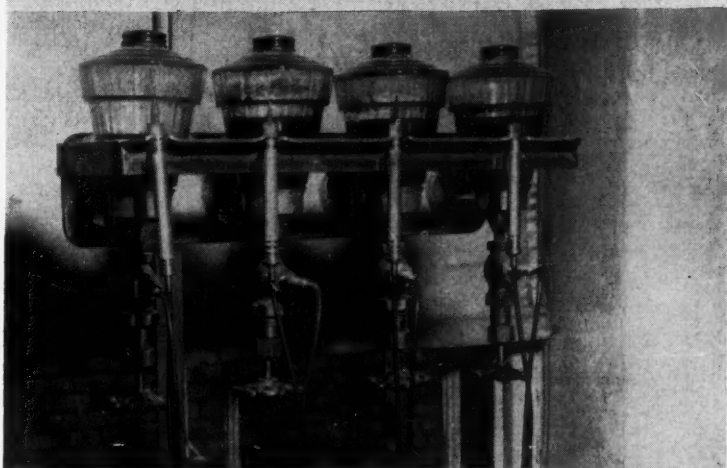
A further example is the installation of a vacuum cleaner on single stroke perforating machines for removing plugs. Figure 9 shows such a unit made very inexpensively from a five-gallon cement can, piping, and a war surplus vacuum pump, so built as to be driven by a standard sewing machine belt from the line shaft.

New Machinery Rates

We are all familiar with the difficulties experienced when new and faster machinery is introduced in a plant. The reaction is both human and universal. Labor slows down, limits production, or otherwise tries to get the highest rates it can.

But there is a scientific method for detecting both malicious and undirected slowdown on new machinery. Reduced to its lowest terms it is the simple process of breaking each job (old and new) into small elements, and comparing those which are common to both jobs. This presupposes, of course, that timestudy records are complete enough so that elemental values under the old method can be obtained from timestudy files.

For examples, Figure 10 shows very clearly that the operators on the new machine were working at a slower pace than on the old machines. The elements compared were in no way affected by the machine itself. The slowdown therefore was most likely caused by the will of the operator. It would have been foolish to set rates on such performance.



Top to Bottom . . . Figures 7, 8 and 9

Further, there are typical learning curves, or rates, at which a normal operator will gain speed when he or she starts on a new job. Proper industry-wide research on key operations would establish such curves so that abnormal working conditions and/or operator performance could be detected early in the operation of new equipment and many long drawn out battles could be avoided. Proper training backed by factual performance data can stop many long drawn-out and costly labor-management fights on new equipment.

Figure 11 shows a learning curve for a United Model C Toe Laster, interrupted in its normal development by a combination of union activity and job conditions. Later, after both factors were eliminated, the anticipated machine performance was readily obtained, as inspection of the righthand side of the figure will show. The reader should be careful not to apply data in such a chart to his plant without correction for the difference in job conditions. Factors which will influence the performance on United Model C Toe Lasters are:

- (1) Condition of work coming to toe lasters.
- (2) Sizes and widths on the "average" lot of shoes.
- (3) Number of pairs per lot.
- (4) Length of time since Pullover.
- (5) Kind of box toe.
- (6) Type of toe steamer used.
- (7) Number and variation in types of lasts in each day's production.
- (8) Regularity of flow of work.
- (9) Kind and weight of leather.
- (10) Quality standards demanded.

Contrariwise, the usual "extras" applied to hand-operated machines, such as "extra for wall toes," should not be carried over into semi-automatic or automatic machine operation. To do so is to establish great variations in earning power between individual lots of shoes—an evil that every shoe factory tries to avoid.

Science Applied To Standards

The proof of any new standards system is in the results. One example is that of a system for building hand-cutting standards.

Figure 10: Operator Slow Down Clearly Shown By Common Elements On Jobs
Time in decimal minutes per case

ELEMENT	BED LASTING NO. 7	TOE LASTING MODEL C	% GREATER MODEL C
GET RACK OF SHOES	.236	.270	14.3
RECORD CASE NUMBER AND PAIRS	.281	.340	21.0
DISPOSE OF RACK OF SHOES	.190	.330	73.8
	.707	.940	33.0

Fig. 11

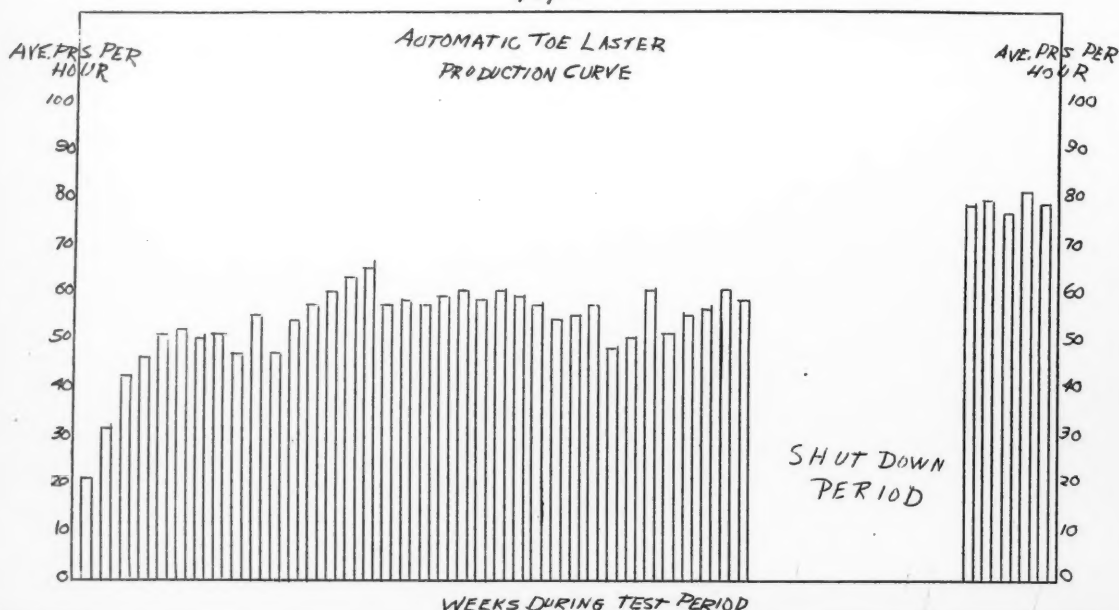


Figure 12 shows the comparison between the old and the new. Experience has shown that when job-to-job earning power varies more than plus or minus 15 percent, there is every reason for both production and labor trouble. Production trouble arises from the fact that operators demand "turns" on the "good" or higher earning power work, and labor trouble arises from variations in daily wage. It is a human trait to forget the high earnings, and gripe only about those that are low. Inspection of Figure 12 shows that the new system has done much to eliminate such argument.

Figure 12: Job To Job Earnings Variation

VARIATION From Average	RESULTS OF TEST	
	Old Plan	New Plan
%	%	%
0-5	20	30
6-10	44	61
11-15	58	84
16-20	73	95
21-25	81	100
26-30	92	—
31-55	100	—

Test Covered: 140 Jobs
11 Operators

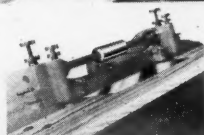
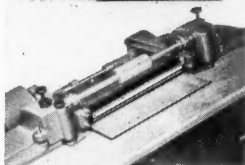
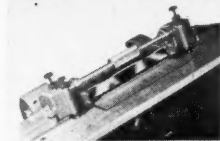
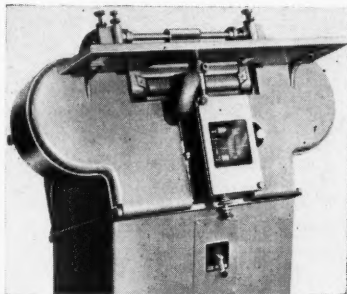
The need for accuracy often breeds slow and expensive methods of doing any task. This could have been the case in building cutters' standards accurately. But much of the slowness was removed through the development of a fast electronic measuring machine for surveying patterns, and through careful development of charts.

(Concluded on Page 26)

New Developments

Upper Leather Splitting Machine

The well-known Felma Leather Splitting Machine, a Swiss product, is now being distributed in the U. S.



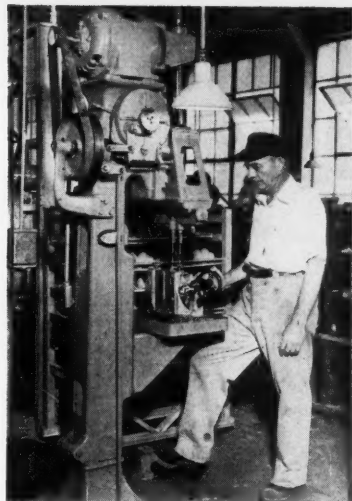
This machine features what the manufacturer terms a "revolutionary gravity feed rear tilt construction" for maximum efficiency. The machine, used for splitting all types of upper leather, is manufactured in both the 12" and 24" splitting widths. The backward incline of the machine makes possible exact adjustments of splitting thicknesses.

Dust-tight ball bearings and automatic knife-sharpening are other features. The machine is equally effective on artificial leather or cork. Operators, says the manufacturer, can be trained in less than an hour to handle the machine. A foot pedal permits immediate stops in any position facilitating partial splits when needed.

Source: Ginsberg Machine Co., 224 Fifth Avenue, New York, N. Y.

Drilling Pinholes In Lasts

Recently developed is this machine for production drilling of pinholes in shoe lasts. The machine is equipped with adjustable drill spindles, automatic power feed and all necessary adjustments for convenience of operation and efficiency. The machine is designed for accurate boring in small areas. The power feed provides two feed rates of 10 to 15 strokes per minute. Either single or double strokes may be provided—the

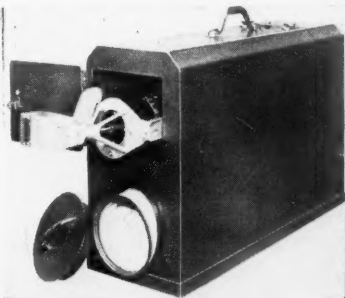


double used for deep hole boring in hard wood.

Source: B. M. Root Co., York, Pa.

Automatic Trimming Machines

The Ginsberg Machine Co., sole international distributors for the Textile Trimming and Boarding Machine Co., has announced two new Trim-Master automatic trimming machines are available and in production.



Trim-Master Carry-All

LEATHERS

by Greenebaum

CORDOVAN

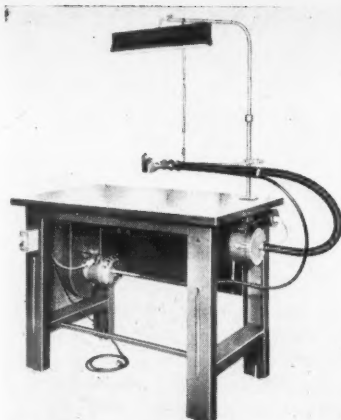
For distinction—our Genuine Shell Cordovan, rich, deep-toned and long-wearing, in smooth aniline finish for shoes and specialties. Shark-embossed, too, for rugged tipping on children's shoes.

J. GREENEBAUM TANNING COMPANY
CHICAGO MILWAUKEE BOSTON

Both feature "customized nose pieces" for specific operations and other successful principles of the original Group Line Trim-Master. The two newest members of the family, Trim-Master, Junior, and Trim-Master Carry-All, have been perfected to fill a specialized need in industry for smaller low cost units.

Trim-Master, Junior, the least expensive permanent trimming unit in the Trim-Master line, is claimed to fill the demand of manufacturers with cramped space or small trimming operations, for high speed economical automatic trimming equipment.

Trim-Master Carry-All has been designed for operations requiring



Trim-Master, Jr.

automatic trimming in combination with sewing. This handy new unit, weighing 60 pounds and about the size of a two-suitcase, can be set up alongside the sewing machine.

Source: The Ginsberg Machine Co., 224 Fifth Ave., New York.

**Advertise Effectively
and Economically through
LEATHER and SHOES**

**First in Readership
First in Editorial Performance
First in Circulation
First in Advertising**

ECONOMY ENGINEERING . . . (Concluded From Page 24)

Figure 13 shows the overall procedure for building cutters' standards, and Figure 14 breaks down the problem into its logical subdivisions.

Comparatively Brief

This has been a comparatively brief presentation of areas where engineering in the modern shoe plant pays off. But it is hoped that enough interest will have been engendered to start a drive for an industry-wide research program. Such a program would do more than any other one action we could take to improve our costs, or methods, our quality, and our product.

Shoe Foremen's Survey

Beginning in the Aug. 5 issue will appear the first of three articles — "What The Shoe Foremen Think Of Management"—dealing with a *Leather And Shoes* survey report of 2,500 shoe foremen—the largest, most comprehensive survey of its kind ever conducted in the industry.

This three-part report is one of the most significant published in the shoe industry in many years, and is certain to arouse much constructive comment about a long-neglected aspect of the industry.

Watch For It!

Figure 13: Procedure For Cutting Standards

**JUST ONCE FOR EACH STYLE,
THE FOLLOWING IS DONE:**

1. Make drawing of each pattern
2. Measure area (paper pattern)
3. Determine and mark:
 - (a) Curve cuts, straight cuts
 - (b) Direction changes
 - (c) Starts and stops
 - (d) Marks and stabs
 - (e) Total straight cutting distance
4. Given the above, read time values by kinds and colors of leather from charts. Obtain time per pair to:
 - (a) Obtain and position pattern
 - (b) Hand cut
 - (c) Inspect and lay piece aside

This data, then, is placed in a catalog for every style of shoe.

**FOR EACH CUTTER'S JOB THE
FOLLOWING IS DONE:**

1. Count tags per job, determine bundles tied per job. Given the above and kind of leather, read time value from chart for "make ready and clean-up" for the job.
2. Given the pieces per pair, pairs for the job and kind of leather, read time value from chart for some of the repeating elements.
3. From total pairs for the job, obtain total time of other repeating elements from catalog.
4. Make out job sheet showing total allowed job time and monetary value.

Job Sheet becomes cutter's *Pay Claim* coupon.

Figure 14: Hand Cutters Wage Plan

MAJOR BREAKDOWN OF OPERATION

**TIME VARIED WITH
THESE FACTORS**

A. Make Ready and Clean-Up (Job Basis)

1. Obtain and Dispose of Job
2. Initial and Lay-Out Production Tags
3. Count, Sort and Hang Up Leather
4. Tie Bundles and Patterns

1. No. of Bundles Tied
2. Kinds of Leather

B. Repetitive Elements (Job Basis)

1. Stack Patterns
2. Lay Pattern Aside
3. Mark and Stack Pieces
4. Sharpen Knife and Trim Scrap
5. Obtain Skin and Place on Board

1. Pairs To Be Cut
2. Pieces Per Pair
3. Kinds of Leather

C. Repetitive Elements (Pair Basis)

1. Position Pattern On Skin
2. Hand Cut Piece
3. Inspect and Lay Piece Aside

1. Area of Patterns
2. Kinds of Leather
3. Color of Leather
4. Complexity of Patterns

Leather MARKETS

Raw stock advances bring higher leather prices. Many calf, kid and side lines withdraw prices, wait for some signs of raw stock stabilization. Few take orders for delivery after September 1. Trend continues strongly upward.

Upper Leather:—Still very difficult to quote a market on sides here. Tanners have all sorts of prices and these prices are subject to change at any moment due to the raw stock market. It is reported in this area that many shoe factories covered themselves pretty well in trading several weeks ago at lower levels. Now there is plenty of resistance to the new prices being quoted by tanners. The average tannage of side upper, large spread, extremes and kips are up around 6-8c per foot and in some cases as much as 10c per foot from the levels prior to the Korean war. Some business is going on, naturally. But in going into the various leather stores the prevailing talk is that buyers are resisting the prices. This can go on for a while, but as traders say, shoe factories will have to have more leather and will have to pay the price. Many tanners say that the prices they are quoting do not cover full replacement value as it is.

Calfskins:—Suede calfskin lists on the average good tannages start at \$1.30 per foot for colors and \$1.25 per foot for black which is 5c per

foot higher than it was several weeks back. Smooth grain has also been advanced 5c per foot on lists with the best grade starting at \$1.10 per foot for the average good tannage. Price resistance to the new levels is also noted in calfskins. Some tanners have been willing to make some concessions, but this is getting increasingly less noticeable. Tanners say that the above price lists, though advanced 5c per foot, do not cover replacement costs at today's raw skin market.

Sole Leather:—Market continues active and firm here. Prices still not settled. Tannery run bends are generally quoted 60c to 72c as to weight but some tanners are holding heavier weights at 63c and have sold light weights up to 79c. Bellies cows and steers, have sold 47c to 48c for tannery run and some tanners are now turning 48c down. Single light shoulders have sold at 60c while double rough shoulders tannery run are selling at 70c and 74c is quoted on better tannages. Heads have been selling, according to tannage, 27c to 28c and a bid of 28c was turned down by one tanner today. Shanks have sold at 37c for the fore shank and 40c for the hind shank. Not many weeks ago bellies were selling at the price of shanks today which gives an idea of the extent of the firmness in sole leather offal. Cut soles, both men's and women's, are moving very well with a good demand noted on all grades.

Sole Leathers

Boston tanners have asked for more leather this week but have moved little. Recent sales large, so not much leather is available. Light bends bring up to 73c for the best, slightly less for other tannages. Few available. Mediums quoted at 60 to 65c. No sales reported above 60c. Heavies fairly active early in week, bring up to 61c.

Light Bends: 68-73c

Medium Bends: 62-65c

Heavy Bends: 58-61c

Sole leather tanners in Philadelphia report that the general situation is still pretty much of a "mess" with heavy orders which they find it difficult or impossible to fill because of stock shortages. No list prices are being quoted and tanners are reluctant to give any prices at this time.

Sole Leather Offal

Boston tanners and dealers continue to get advances this week. Much more could be sold if tanners would commit themselves for future deliveries. Where stocks are particularly low, prices sharply up. Bellies, shoulders and shanks up about one cent in actual sales; another two cents asked for best shanks. Heads up about two cents. Some dealers sold out till September 1, can't replace so make no offerings. Some tanners owe dealers and shoe manufacturers large quantities, hold off on new business. Raw stock still the key.

Bellies: Steers: 42-44c; Cows 44-47c

Single shoulders, heads on:

Light, 56-60c; Heavy, 46-50c

Double rough shoulders: 67-73c

Heads: 27-30c

Fore Shanks: 35-38c

Hind Shanks: 36-39c

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	1.10-1.23	98-1.15	90-1.10	95-1.15
CALF (Women's)	1.00-1.17	85-1.06	80-1.02	90-1.10
CALF SUEDE	1.20-1.25	1.10-1.20	1.00-1.15	1.05-1.30
KID (Black Glazed)	70-1.00	70-1.00	40-60	70-1.00
KID SUEDE	70-88	70-88	40-60	70-90
PATENT (Extreme)	48-56	48-56	48-56	56-66
SHEEP (Russet Linings)	19-24	18-23	18-22	19-23
KIPS (Corrected)	60-64	57-61	54-58	57-61
EXTREMES (Corrected)	51-59	46-54	45-52	48-53
WORK ELK (Corrected)	46-56	42-52	41-46	52-56
SOLE (Light Bends)	68-73	64-67	62-64	68-72
BELLIES	43-47	40-45	32-35	44-48
SHOULDERS (Dble. Rgh.)	64-73	65-72	49-55	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-25	20-25	20-23	22-24
SPLITS (Gussets)	17-21	17-21	17-19	19-20
WELTING (1/2 x 1/8)	9 1/2-10	8 1/2-8 3/4	7 3/4	9 1/2-10
LIGHT NATIVE COWS	30-31	25-26 1/2	23-24	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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Calf Leathers

Boston calf tanners have no price lists this week. Many good offers turned down as tanners wait for raw stock stability. Practically every offer made by buyers is at the buyers' idea of price. Yet, buyers are bidding calf up on their own. Some sales of men's best heavy leather made at \$1.23-1.25. In women's weights, small skins of best tannages, up to about \$1.15 quoted. Last suede sales made at \$1.25. Today's price nominal in absence of trading.

Men's weights: B \$1.10-1.23; C \$1.04-1.20; D .94-1.14; X .89-1.04; XX 85c

Women's weights: \$1.05 to 1.17; C 97c-1.07; D 90c-1.02; X 80c-96c; XX 65c-78c

Suede: \$1.20-1.25N; 1.15-1.20N; 1.05-1.10N

Kid Leather

Kid leather tanners of Philadelphia say that business is quite active. Tanners feel that shoe manufacturers are buying more than usual this time of year to "cover themselves." There is no evidence of any frantic buying, or speculating or hoarding. Suede hasn't felt this recent upswing in business although some orders are received for black, brown and blue. Suede prices are unchanged. Glazed is the leather that is selling well, particularly in black. Some brown and blue is also sold in quantity. No evidence of any demand for dark red or green which usually sells well for Fall shoes.

Glazed prices are same as quoted last week. There is some business in linings in prices that have remained the same. Slipper is doing quite well, price lists about the same. The tanners who do business in satin mats

report considerable activity. They sell in black to manufacturers of high priced, high style shoes. Nothing new in crushed. The rawskin market generally unsatisfactory. Tanners do not foresee any special change in the rawskin situation. It has still felt no effect from the fighting.

Current Average Prices

Suede: 35c-93c
Linings: 26c-50c
Crushed: 30c-65c
Glazed: 32c-1.17
Slipper: 30c-65c
Satin Mats: 50c-1.15

Sheep Leathers

Boston sheep tanners sell what they own, try to get replacement prices, usually succeed. Rise this week amounts to about two cents a foot, in keeping with the rawstock rise. Russet linings bring up to about 24c with greatest interest in grades around 20c. Colored vegetable linings bring up to 27c at one store, up to 28c at another. Hat sweat leather sold at 29c with 30c now asked. Greater interest in garment leather with buyers trying to locate leather at 27c and down. Sellers asking two cents more and not particularly anxious to sell as they fear further rawstock rises.

Russet linings: 24, 22, 20, 18, 16, 14c

Colored vegetable linings: 27, 26, 24, 21, 19, 17, 15c

Hat sweat: 29, 27, 25, 23c

Chrome linings: 28, 26, 24c

Garment grains: 27, 25, 23, 21c

Garment suede: 28, 26, 24, 22c

Side Leathers

Boston tanners pushed side leather prices up one to two cents more this week. This brought best tannage

chrome extremes up to 60c for C grade. Volume tannages increased prices proportionately. Heavy aniline extremes continue active with up to 62c asked for H weight. Large quantities of leather have sold in the past ten days at considerably less and must be delivered. Tanners who did not sell at replacement prices now find themselves in unenviable position. Greater interest in retan and work elk. Kips finding new customers among those who always turn from calf when prices get up to a certain point. The certain point has been reached.

Heavy Aniline Extremes: B 58-62; C 58-60; D 50-53c

Corrected Kips: B 59-67; C 57-65; D 55-63; X 49-56c

Corrected Extremes: 51-59; 49-55; 47-53; 44-50c

Corrected Large: 45-50; 43-47; 41-45; 38-42c

Work Elk: 46-56; 44-50; 40-44c

Splits

Boston tanners report mixed conditions. Some types of splits still comparatively neglected but all types make some sales. Best heavy suede brings up to 47c; lights sell around 40c and down with 41c asked by one tanner. Finished linings almost cleaned out this week in very active trading. Up to 25c asked and sometimes obtained. Gussets getting more attention at 22c and down.

Light suede: 36-41; 34-39; 32-36c

Heavy suede: 43-47; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 19-21; 20-23; 21-25c

Gussets: 17-21c

12½-13½c

Picked Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-16c lb.; Light, 13-14c lb.

Welting

Boston welting makers asked 10c this week for regular Goodyear stock of ½ by ½ inches. They were a little apologetic about asking 10c. There may have been some sales at slightly less. With the rest of the leather market very strong it is difficult to understand the timidity of the welting makers. Best double rough shoulders bring at least 73c which allows but little margin on a ten-cent welting basis.

Makers of specialty welting continue to merchandise vigorously with gratifying results. Specialty adorns more shoes this year than in any previous season. Synthetic welting continues to get substantial business in the cheap welt and stitchdown fields.

Belting Leather

Philadelphia belting leather tanners continue to report a situation that is almost completely out of hand with heavy orders received, little stock on hand and a problem about securing more stock. No prices are quoted. All carriers in Philadelphia have withdrawn their price lists. They are making sales at high prices but must pay extremely high prices for

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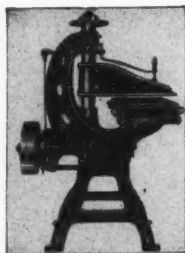
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rough leather when they can get it. A New York currier announced a 5% increase on list prices but sales made at quoted prices are subject to final confirmation from the office and the lists are subject to change without notice.

Work Glove Leathers

Split glove leather tanners for the work glove industry report that prices are exceptionally strong. While some tanners still nominally figure the glove split market at 19, 18 and 17c for light-medium weights, No. 1, 2 and 3 grades, it does not necessarily represent trading values. Some tanners are completely out of the market as far as any price list is concerned. This particular situation is even more amplified in view of the fact that raw materials have advanced another cent a pound this week following the same advance last week. Just where new prices will be quoted is something that no one could possibly accurately predict during these days. The Korean war situation appears to have affected just about every type of leather market, including this one.

In horse shanks and cow bellies, these prices quoted below are also out of line now under the existing circumstances until tanners are once again ready to report prices.

Horse shanks, 40-45 avg. ft. per doz.: 21c per ft.

Horse shanks, 50-55 avg. ft. per doz.: 25c per ft.

Cow bellies, 40-45 avg. ft. per doz.: 24c per ft.

Cow bellies, 50-55 avg. ft. per doz.: 26c per ft.

Shoulder Splits (Per Pound):

No. 1's—50c

No. 2's—40c

No. 3's—25-35c

Glove Splits (LM): 19, 18, 17c

Garment Leathers

While tanners are not reporting official list prices at the moment, they point out they are carrying prices nominally at around 28, 26, and 25c on suede garment leather for the garment industry. However this is by no means what leather may be selling at under today's conflicting conditions. The same applies to garment grain leather, which, based on last business, is quoted at 29, 27, 25c, according to grade. Tanners are doing over-the-counter business only, with salesmen called in from the roads. Inventory positions are low, demand is good, with new prices not yet being announced.

Suede garment: 28, 26, 25c

Garment grain: 29, 27, 25c

(High colored grain garment 2c more)

Average horsehide leather: 36cN

Very best up to: 39-40cN

Bag, Case and Strap

Where are leather prices going next? That's the big question tanners are asking themselves today. With each week bringing new advances in raw materials, there is no alternative left for tanners but to raise leather prices. This was witnessed just last week, when bag, case and leather tanners indicated

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that prices were anywhere from 6 to 9c higher, even though they had withdrawn price lists from the market. Since that time, raw materials have shown 2-cent advances, including the 1-cent advance this week. Even the prior advances on leather still did not reflect current raw stock costs when figured on a replacement basis. Consequently, tanners are still out of the "open" market regarding official list prices until such time the raw material market settles down to some degree of normalcy.

2½ ounce case	50, 47, 44c
3 ounce case	53, 50, 47c
4 ounce strap	63, 60, 57c
5 ounce strap	67, 64, 61c
6 ounce strap	70, 67, 64c

Glove Leathers

Leather prices here very unsettled. Advancing raw skin prices almost compel higher leather prices. But to date nothing definite done. Buying spree sweeping the country has not reached glove market. Glove manufacturers refuse to be stampeded into buying for inventory. They know there is plenty of raw stock on spot.

Exception to the above seems to be in domestic grains. Here a two-cent advance has been announced. Plains are quoted at 30c and 27c for the ones and twos. Pigtex grades are quoted at 27c and 24c, representing an advance of about five cents per foot since last Fall.

Raw pigskins up roughly fifty cents per skin since the first of the year.

Stocks on hand plentiful. Dealers talking an advance of five cents per foot when old orders are completed.

Light weight leathers for ladies' gloves seem to be unaffected by the turmoil. Demand still extremely light.

TANNING Materials

Trading in the Raw Tanning Materials market this week continued steady with quotations firm but unchanged. Some improvement in demand for Tanning Extracts noted and here too prices were without change.

A firmer tone to the Tanning Oils market this week indicated improved demand as quotations for the most part held steady on practically every item.

Raw Tanning Materials

Divl Divl, shipment, bags	.....\$70.00
Wattle bark, ton	.....\$87.50 for "Fair Average" and \$65.00 for "Merchantable"
Sumac, 25% leaf	.....\$72.00
30% leaf	.....\$75.00
Myrobalans, J. 1s	.....\$42.00
(Crushed \$76.00) J. 2s	.....\$52.00
Valonia Cups, 30-32% guaranteed	.....\$78.00
Valonia Beards	.....\$80.00-\$61.00
Mangrove Bark, So. Am.	.....\$80.00-\$61.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	..... 3.70
Tank cars	..... 4.38
Barrels c.l.	..... 4.65
Barrels, l.c.l.	..... 4.65

Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	..... 9.60
Bags, c.l.	..... 10.30
Bags, l.c.l.	..... 15.00
Bags, less than 100 pounds	..... .06%
Cutch, solid Borneo, 55% tannin, plus duty	..... .09%
Gambier Extract, 25% tannin, bbls.	..... .12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	..... .0525
Bbls., c.l.	..... .05%
Oak bark extract, 25% tannin, lb. bbls. 6¼-6½, tkd.	..... .06%
Quebracho extract	..... 8 5/16
Solid, ord., basis 63% tannin, c.l. plus duty	..... .09
Solid, clar., basis 64% tannin, c.l.	..... .08
Liquid, basis 35% tannin, bbls.	..... .16%
Ground extract	..... .07%
Wattle bark, extract, solid	..... .05%
Powdered super spruce, bags, c.l.	..... .01%
5¼; l.c.l.	..... .09%
Spruce extract, tka. f.o.b. works	..... .01%
Powdered valonia extract, 63% tannin	..... .09%

Tanners' Oils

Cod oil, Nfd., drums	..... .80
Castor oil No. 1 C.P. drs. l.c.l.	..... .20
Sulphonated castor oil, 75%	..... .17
Cod, sulphonated, pure 25% moisture	..... .11
Cod, sulphonated, 25% added mineral	..... .10
Cod, sulphonated, 50% added mineral	..... .09
Linseed oil tks., c.l. zone 1	..... .19
drums, l.c.l.	..... .201
Neatsfoot, 20" C.T.	..... .25
Neatsfoot, 30" C.T.	..... .21
Neatsfoot, 40" C.T.	..... .15
Neatsfoot, prime, drums	..... .17
Neatsfoot, sulphonated, 75%	..... 1.90
Olive, denatured, drs. gal.	..... .13
Waterless Moellon	..... .12
Artificial Moellon, 25% moisture	..... .09-11
Chamois Moellon	..... .10-12
Common degreas	..... .10
Neutral degreas	..... .10
Sulphonated tallow, 75%	..... .08
Sulphonated tallow, 50%	..... .11%
Sponging compound	..... .09½-10
Split oil	..... .16
Sulphonated sperm, 25% water	..... .11%
Petroleum Oils, 200 seconds visc. tks., f.o.b.	..... .13
Petroleum Oils, 150 seconds visc. tks., f.o.b.11
Petroleum Oils, 100 seconds visc. tks., f.o.b.11



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New York, Simon Tannenbaum 100 Gold St.

Glove Makers At Capacity Operations

Leather glove manufacturers report a sharp and steady increase in business, part of which is attributed to conditions brought on by the war situation in Korea. Both Western and Eastern manufacturers indicate that most plants are working at capacity, and some beyond that. Almost overnight the labor market in this field has changed from one of generous supply to limited supply.

The National Assn. of Leather Glove Mfrs. sees no present need for expansion of glove-making facilities, though it admits that the market may tighten sharply. It urged its members to be cautious in the matter of rawstock inventories, emphasizing that recent experience has shown that producers can operate with much smaller inventories than was generally realized. The association suggested that its members give consideration now to securing government contracts.

HIDES and SKINS

Market continues very strong. Big packer hides, calfskins active. Advances all along the line.

Packer Hides

The Midwestern big packer hide market chalked up another cent advance this week on just about all selections. This follows closely the cent advance registered last week just after press time.

This week's business involved slightly more than 70,000 hides, principally heavy and light native cows, heavy native steers, butt branded steers, Colorado steers and branded cows.

In the native selections, heavy cows were established at 30 to 30½c depending upon production points. Chicago-Omaha points sold at 30c and St. Paul at 30½c, Chicago basis. Light natives cows were firmly established at 30 to 31c Chicago basis, depending upon production points. Chicago production sold at 30c, Omaha-Albert Lea and heavy average Riverpoints brought 30½c while light average Rivers brought 31c, Chicago basis. In the native steer list, about 7,200 heavy native steers sold at 29½c for Chicago production and 30c for St. Paul-Albert Lea, Chicago. About 2,700 light native steers sold at 30c, while 500 extreme light native steers sold at 33c, Chicago basis.

In the branded selections, 9,000 butt branded steers and Colorado steers sold at 26½c and 26c, respectively, Chicago basis. Approximately 22,100 Northern branded cows were well established at 27½c. A car of extreme light Texas steers brought 30½c, Chicago basis.

Late last week, after press time, "Big Four" packer business involved more than 122,000 hides at prices representing a cent advance at that time, or 1-cent below this week's prices. All packers were active, about

every selection selling.

With recent "Big Four" packer business placed at almost 200,000 hides in the past five trading days, traders point out that this pretty well cleans up the current supply of hides. The market continues in a very strong position despite the stiff resistance of tanners. However, good leather demand and the low leather inventory position of most tanners are the two most compelling factors necessitating tanners to pay the higher money.

Calfskins

Big packer calfskins joined the parade of advancing prices when late last Friday, three of the "Big 4" packers sold approximately 60,000 skins at prices representing an advance of 5 to 6½c per pound.

One seller sold 37,000 involving Northern production at 72½c for lights and 67½c for heavies, FOB basis. Riverpoint production went at 70½c for lights and 66c for heavies while St. Louis skins sold at 71½c for the lightweights and 66½c for heavies, all FOB basis. Another seller put in 15,000, with the third packer moving from 8 to 10,000 skins on the same price basis. While these sales cleaned up the market to a large degree, it is indicated that at least one seller has more skins on hand, but new offerings are not forthcoming at the moment.

The price hikes came as no surprise to most of the trade, although many traders thought that prices would be higher than those obtained. The market continues strong again this week, with tanners still looking for additional supplies to meet the good leather demand. Already, a number of the large Midwestern calfskin leather tanners have indicated that calf leather prices are nominally listed as 5 to 10c higher, but no official prices are being released.

In New York, big packer and large collector calfskin prices have likewise moved upward considerably. Sales, however, have been scattered and details are being carefully guarded. Big packer 3 to 4 lbs. are quoted \$4.25, 4-5's \$4.75, 5-7's \$5.75, 7-9's \$6.50 and 9-12's \$9.35. Collector 3-4's are quoted at \$3.90, 4-5's \$4.50, 5-7's \$5.25, 7-9's \$6.00 and 9-12's \$8.25. Outside calfskin quotations are

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HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close July 27	Close July 20	High For Week	Low For Week	Net Change
September	26.75T	25.60T	27.15	26.55	+1.15
December	26.00T	25.55T	26.50	25.50	+ .45
March	24.60B	24.70N	25.40	24.40	- .10
June	24.30B	24.55N			- .25

Total Sales: 302 lots

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native Steers	29½-30	27 -28	23½-26½	19½
Ex. Light native steers	33	31N	30	27½-28
Light native cows	30 -31	28 -30	25 -26½	22½-24
Heavy native cows	30 -30½	27½-28	25 -25½	20 -20½
Native bulls	19N	17N	15½-16½	16
Heavy Texas steers	26½N	24½N	20	18½
Light Texas steers	28N	26N	24N	20
Ex. light Texas steers	30½	28N	27N	24
Butt branded steers	26½	24½N	20	18½
Colorado steers	28	24N	19½	18
Branded cows	27½-29	26 -26½N	24 -24½	19½
Branded bulls	18N	16N	14½-15½	15
Packer calfskins	67½-72½	72½-76A	62½-66	40 -50
Chicago city calfskins	50N	45 -57	42 -45	30 -35
Packer kipskins	55	55	50	40 -42½

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also listed as stronger, with small packer skins moving up nominally 5c. Some sales are noted at 60c for untrimmed allweights, with as high as 65c being asked. City untrimmed allweights are nominal at 50c, with country untrimmed allweights quotable at 35c nominal.

Kipskins

There are no fresh developments in big packer kipskins this week following last week's business of about 15,000 skins at a 2½-cent advance. At that time, natives sold at 55c and overweights at 50c, FOB St. Louis. Other sales were made on a Chicago basis a 55½c for natives and 50½c for overweights, while another seller sold Riverpoint and Oklahoma City native kipskins at 55½c for the River natives and 50½c for overweights, Oklahoma Cities at 53c for natives and 48c for overweights, all on a Chicago basis, June salting.

With the inactivity prevailing this week in the big packer market, prices continue to be quoted on the basis of these sales. The market continues strong, however, with good interest still noted.

The New York big packer and collector kipskin market likewise is stronger, with prices advancing considerably. However, here again, sales are difficult to uncover and prices are more or less on a nominal basis. Big packer kipskins, New York trim basis, are quoted nominally \$10.25 for 12 to 17 lbs., and a nominal \$11.00 on 17's and up. Collector 12-17's are quoted at \$9.00 with confirmed sales at this figure, with 17's and up quotable at \$9.50.

There are no sales noted in the outside kipskin markets, with prices holding nominal at around 40 to 45c on small packer kipskins and from 30 to 31c nominal on country untrimmed kipskins.

Small Packer Hides

With further advances being registered in the big packer hide market again this week, there are many conflicting reports as to just where the small packer hide market is. Up until Wednesday, this week, trading had been conducted on a very specialized basis, with tanners extremely choosy in their purchases. Generally their ideas were around 26½ to 27c selected for 48/50 lb. good quality midwestern hides, carload lots, FOB shipping points. Scattered sales are noted at these levels. However, after today's new advances in big packer hides, brokers report that sellers again have enriched ideas that are now completely out of line with tanners. Tanners strongly point out that, while leather business is good, leather prices have still yet to catch up with the replacement costs of raw materials, and additional advances in hides will meet stiff resistance. Consequently, tanners' ideas of 26½ to 27c selected, on today's market, will go unheeded by sellers.

Small packer bulls are quiet and nominally quoted at around 14 to 15c selected.

Country Hides

Tanners have cleaned up this market pretty well during the past week or so. What few offerings are around now are generally being held at ideas

out of line with what tanners are willing to pay for country hides. On the basis of last sales, lots averaging 48/50 lbs. are quotable around 22½ to 23c flat for the usual run of country hides, carload lots, FOB shipping points. Straight lots of butcher-locker plant hides will bring premium prices. On the other hand, those lots containing a certain percentage of renderer hides will be discounted proportionately.

The market this week is even slower, especially in view of higher asking prices as a result of new price advances scored in the big packer market. It will take another day or so before sellers come out with actual prices again. Right now, they are anywhere from 1 to 1½ above what little tanner interest is around.

Sheep Pelts

One of the "Big Two" sold a couple cars of No. 1, 2 and 3 shearlings this week at prices about 5c higher than last business. No. 1's sold at \$3.15, No. 2's at \$2.30 and No. 3's at \$1.80. Another big packer indicated that he is anticipating shearing sales also this week, but nothing noted up to press time. Small packer shearing prices are figured about 75c lower compared with big packer selections.

Horsehides

Stronger prices prevailing in sympathy with soaring beef hide prices. Prices are up anywhere from 25 to 50c on good quality Northern horsehides. Those lots averaging around 70 lbs., trimmed basis, Northern production, are quotable around \$11.75 to \$12 and higher, depending upon quality. Trimmed lots averaging around 60 lbs. are ranging from \$11.50 to \$11.75, and also higher according to quality. These are current buying ideas, but, in many instances, offerings are generally held higher. Untrimmed lots will bring a usual premium, which is currently figured around \$1.00.

The market on fronts is exceptionally slow, although prices are strong at \$7.50 to \$8 as to quality, with butts, basis 22 inches and up, ranging from \$4.25 to \$4.50.

Dry Sheepskins

This market is no different from many of the others. While buyers are slow in placing orders, there is a better inquiry. Selling quarters believe that as soon as tanners are able to get premiums for their leather that they will place raw stock orders. Main difficulty at the moment is to get buyers to meet the advances asked for the finished end as based on the rising raw stock markets. Tanners reluctant to sell at old levels and then have to pay up to replace inventories. Not many offers being received, and those at advances which the buyers, as yet, are slow to meet, though they are more receptive to the offers submitted to them than they were several weeks ago.

The hair sheep markets have firmed up and latest reports that following sales of Nigerians at 52-54c per lb., sellers advanced their asking prices to 60c basis Kano firsts. Cape gloves

(Concluded on Page 34)

Why Buy Imperfect Plates?

STANDARD GUARANTEES THE MOST PERFECT PLATES MADE, VARYING NOT MORE THAN 1 THOUSANDTH OF AN INCH ON BOTH SIDES, AT PRICES NO HIGHER THAN IMPERFECT PLATES.

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Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

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Agents Wanted

AGENTS WANTED for a line of leather and composition counters, children's and slipper leather outsoles, upfills, leather wedges, and topfills of all descriptions. For upstate New York, Metropolitan New York, Pennsylvania, Oregon, and Washington. Straight commission basis. Give experience and references. Address G-28, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Complete Tannery or Individual Machines for Sale

100 miles from Montreal, Canada, suitable for sheepskin processing mechanical leather or similar lines. 4—Big Wooden Paddles; 3—Drums; 3—Electric Motors; 1—64" Fleshing Machine; 1—Splitting Machine 64"; 1—Drum Setting Out Machine 72"; 1—Heavy Jack; 1—Shaving Machine; 1—Siccomb Staking Machine; 2—Pendulum Presses; 1—Unhairing Machine; 1—Buffing Machine; 1—Centrifuge; 1—Mixer & Barrel; 2—Pumps; 3—Bleaching Tanks. Note: The above items are for sale either together or individually. Address G-24, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Contract Tanning & Finishing

WE HAVE available time in our shop for contract tanning and finishing of Goat, Sheep, Splits & Skivers; Retanning of Bark, Chrome, Grains, or Splits.

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110 VESEY ST., NEWARK 5, N. J.
Phone: Market 2-9682.

Representatives Wanted

COMMISSION SALES REPRESENTATIVES calling on leather and findings jobbers to sell reliable and important line of men's and ladies' topifits, taps, strips, etc. State territory you cover. Only reliable people need apply. Address G-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

FOR SALE OR RENT

BUILDING in Groversville, New York. 75,000 sq. ft., sprinkler system, railroad siding, loading platform, suitable for warehouse and manufacturing. Address Box Z-8, Leather & Shoes, 300 W. Adams Street, Chicago, Illinois.

Help Wanted

Tannery Foreman

MOULTON TANNERY will require, about January 1, 1951, several high grade department foremen for Moulton and shearing finishing. Must be experienced producers and capable of handling crew efficiently. Knowledge of chemicals not essential. State qualifications, etc. Address G-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Factory Manager—Work Glove

FOR PACIFIC COAST. Well equipped factory and building for leather palm and canvas. Qualifications: must be able to take complete charge and meet trade. Good salary, with share of profits. Give qualifications. Address G-28, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Lasting Room Or Making Room Foreman

with experience in men's and women's hi-grade shoe factories to sell nationally known advertised brand box toes and platform materials in New England area. Must have car. Write and state qualifications to Box Z-9, Leather & Shoes, 300 W. Adams St., Chicago, Illinois.

Salesmen-Jobbers

WANTED—to represent us in selling plastic coated men's work gloves. Salesmen handling other lines and calling on hardware, metal, lumber, cement and chemical industries can handle as side line. For full information write to Belle City Glove Company, Gresham, Wisconsin.

Situations Wanted

Leather Finisher

EXPERIENCED in side leather and splits for shoe, handbag and luggage. Water, resin and lacquer finishes.

Address G-21,
c/o Leather and Shoes,
10 High St.,
Boston 10, Mass.

Do Results Meet Your Desire?

IF NOT, a frank discussion with this Middle-west shoe factory Superintendent could very well help. Address G-22, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner

THOROUGHLY EXPERIENCED man capable of taking full charge of an upper leather tannery in Canada.

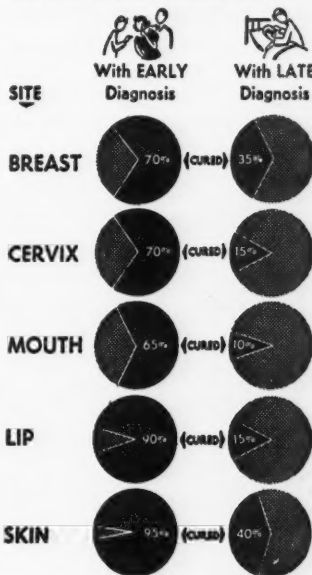
Address G-23,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Splitting Machine Operator

EXPERIENCED splitting machine operator interested in new connection. In reply, please state if work is steady, also salary, type of splitting and if housing is available. Address G-27, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Early Diagnosis

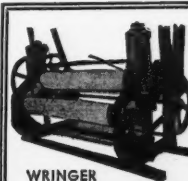
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Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

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Coming EVENTS

Aug. 21-25, 1950—National Luggage and Leather Goods Show, sponsored by Luggage & Leather Goods Manufacturers of America, Inc. Palmer House, Chicago, Ill.

Sept. 1-30, 1950—Child Foot Health Month.

Sept. 5-7, 1950—Shoe Travelers Assn. of Chicago Showing, Morrison Hotel, Chicago.

Sept. 5-7, 1950—Allied Shoe Products & Style Exhibit for Spring, Hotel Belmont Plaza, New York City.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Sept. 10-12, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Oct. 15-19, 1950—Advance Spring Shoe Showing, sponsored by New England Shoe and Leather Assn., Hotels Statler and Touraine, Boston.

Oct. 15-18, 1950—First joint convention for tanners, shoe manufacturers and retailers. Sponsored by Canadian Shoe Council, Quebec City, Canada.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America, Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

Nov. 4-8, 1950—Spring Shoe Show, sponsored by Southeastern Shoe Travelers Assn., Atlanta Biltmore Hotel, Atlanta, Ga.

Nov. 4-8, 1950—Spring Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Philadelphia.

Nov. 5-7, 1950—Spring Shoe Show, Central States Shoe Travelers, Muehlebach and Phillips Hotels, Kansas City, Mo.

Nov. 5-7, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Nov. 12-14, 1950—Spring Shoe Show, Indiana Shoe Travelers Assn., Inc., Claypool Hotel, Indianapolis, Ind.

Nov. 12-15, 1950—Spring Shoe Show, sponsored by the Southwestern Shoe Travelers Assn., Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 19-21, 1950—Columbus Shoe Fair, sponsored by Ohio Shoe Travelers Club, Hotel Deshler-Wallick, Columbus, O.

Nov. 19-21, 1950—Spring Shoe Show, Mountain States Shoe Travelers Assn., Albany Hotel, Denver, Colo.

Nov. 26-28, 1950—Grand Rapids Shoe Show, sponsored by Michigan Shoe Travelers Club, Pantlind and Morton Hotels, Grand Rapids, Mich.

(Concluded from Page 32)

have been selling to England at 145-150 shillings basis, as to lots and assortment. Continent also buying but their prices are different due to selections involved. Locally, sellers state that they have had difficulty in even getting buyers to give them a bid of 130 shillings to cable their principals. Brazil cabrettas continue mixed and prices vary as to exchange. Some quarters state that offers small and firmly held at \$13.25-\$13.50. Spot lot sold better than \$12.50 ex-dock N. Y. Bids of \$9.50 were refused for Addis-abbaba slaughterers and shippers did not come back with any offers. Dry-salted Cairo Sudans, 58/60-lbs., all primes, sold at \$16 a dozen, c&f. Last sales Mocha blackheads at \$1.55 per lb., basis primes with No. 2s at two-thirds price but shippers have since advanced their ideas to \$1.70. No late offers of Mombasas.

The shearing market continues firm. It was reported that Europe bought Capes, 4-4½ inch, at 29 pence equal to 29½ pence U. S. Last confirmed sales to U. S. at 28 pence, c&f. Punta Arenas shearlings, 4-1 inch, sold at 48c c&f.

Reptiles

Not much business. Buyers have low-set views while shippers are either not offering or are asking extremely high levels. It is reported that large sizes Madras bark-tanned whips can be sold but no offers being made. No demand for the 4 inches up, averaging 4½ inches, but sellers could realize \$1.00 for 4 inches up, averaging 5 inches and last sold the 4 inches up, averaging 4½ inches at 90c. Also some demand for 4½ inches up averaging 4½ inches. Large size cobras, 4½ inches up, averaging 5½ inches, wanted but none offered. Calcutta oval grain lizards are freely offered at various prices but there is no interest evident. Brazil giboias sold at 95c fob. and up to \$1.00 now asked while either sellers not offering or talking extremely high levels for back cut tejus. All 24 centimeters and up said to be held at \$1.00 fob. Siam aers and choyres neglected but there is a good demand for Ring lizards or any kind of ring lizard without sellers here being able to obtain offers.

Deerskins

Some quarters believe that Brazil "jacks" have about reached top as following purchases by a large dealer at 72c fob., basis importers, he was offering skins at 77c ex-dock New York without success. Other dealers still willing to pay 70c fob., basis importers, but tanners ideas are lower. Offers somewhat larger although 72c fob., basis importers,

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lowest price asked with some shippers talking higher. Not many Peruvian "jacks" available with some shippers asking 65c fob., others talking 70c c&f., basis importers.



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Workmen's compensation is a fine thing—but it can't replace a mangled arm.

Safety laws prevent many accidents—but they can't cover every hazard of an individual plant.

Accident prevention which goes *beyond the law* is an unwritten responsibility of every employer. It is his "Moral Insurance" for his employees' welfare.

The premiums for "Moral Insurance" are not high. They do not have to be paid for in fancy safety gadgets. Their cost is simply the institution of common sense safety regulations covering all local hazards—enforced by employee committees with the full support of management.

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